

# Senior estimator

McPhillips (Wellington) Limited is an award-winning civil engineering and building contractor based in Telford, Shropshire. Established in 1964, we have over 61 years of experience delivering complex construction projects across the Midlands, Northwest England, and Mid & North Wales. Our portfolio includes new build and refurbishment projects in diverse sectors such as commercial, industrial, residential, retirement, and charity works. We pride ourselves on long-term partnerships, high customer satisfaction, and core values of safety, quality, honesty, and production, having delivered projects with a combined value of over £1 billion and earning 27 consecutive RoSPA Gold awards.

## Job Title

Senior estimator

## Location

Telford, Shropshire.

## Job Summary

As a Senior Estimator, you will play a pivotal role in the pre-construction phase, leading the estimation process for tenders and projects valued from £100,000 to £30 million. You will be responsible for producing accurate cost plans, bills of quantities, and risk assessments to secure contracts and drive profitability. This role requires expertise in mixed construction types, including commercial offices, industrial warehouses, residential housing and retirement villages. You will collaborate with architects, quantity surveyors, subcontractors, and internal teams to refine project scopes and incorporate value engineering. The role will primarily involve working on JCT Design and Build (D&B) contracts, with some exposure to NEC contracts.

## Key Responsibilities

- Lead estimation teams in preparing and submitting tenders, including single, two-stage and framework bids, primarily under JCT Design and Build (D&B) contracts and occasionally NEC contracts.
- Develop detailed cost build-ups and pricing strategies from project inception to contract award.
- Utilise Causeway estimating software to create precise cost plans, bills of quantities (BoQs), and risk registers.
- Analyse project drawings, specifications, and site conditions to identify cost-saving opportunities through value engineering.
- Recognise commercial advantages by evaluating and recommending optimal construction methodologies to enhance project efficiency and profitability.
- Review and advise on client budgets before official tenders are released, ensuring alignment with project goals and feasibility.
- Manage the preparation of quality submissions alongside bid writers to ensure the whole tender is submitted correctly and comprehensively.

- Manage post-tender negotiations, clarifications, and contract awards to contribute to company revenue growth.
- Provide support and mentorship to junior estimators, including line management and training.
- Ensure compliance with UK building regulations, health and safety standards, and sustainable practices.
- Report upstream on tender progress, risks, and outcomes to senior management.

### **Required Skills and Experience**

- Minimum 10-15 years of estimating experience in the UK construction industry, with a focus on mixed-use projects (commercial, industrial, residential, retirement, and charity).
- Proficiency in Causeway estimating software and Microsoft Office Suite (Excel, Word, and Outlook).
- Strong knowledge of tender preparation, cost planning, and value engineering.
- Experience leading tenders for projects up to £30 million, with a high success rate.
- Experience in preparing and managing tenders primarily under JCT Design and Build (D&B) contracts, with familiarity in NEC contracts.
- Excellent analytical, negotiation, and communication skills.
- Ability to work under pressure to meet tight deadlines in a fast-paced environment.

### **Qualifications**

- Degree in Quantity Surveying, Construction Management, or a related field (or equivalent experience).
- Membership in a professional body such as RICS (Royal Institution of Chartered Surveyors) or CIOB (Chartered Institute of Building) is desirable.
- Full UK driving license.

### **What We Offer**

- Opportunities for career progression in a growing company.
- Supportive team environment with ongoing training and development.
- Competitive salary and benefits package.
- Involvement in diverse and impactful projects across the UK.

Send your CV to [cwalker@mcphillips.co.uk](mailto:cwalker@mcphillips.co.uk)