

Senior Project Estimator

Anything. Possible.

NorLand Limited consists of 15 specialized businesses working together as one team towards common goals. We have the unique ability to undertake complex, multi-faceted public and private sector projects within a single contract. Our businesses have been making **Anything. Possible.** for over 65 years!

LNS Services, is a Mechanical Construction/Engineering firm, they install and maintain heavy industrial machinery and structural steel for container ports, bulk material terminals and heavy industrial manufacturing plants - primarily within the Vancouver Lower Mainland area.

We are looking for a **Senior Project Estimator** to join LNS Services reporting to the Design and Estimating Manager. The Senior Project Estimator will evaluate requests for proposals, produce detailed cost estimates and written proposals with schedules for a wide range of heavy industrial installation and maintenance projects for bulk materials handling equipment and associated structures. The Senior Project Estimator will also be responsible for completing full cycle bidding for projects ranging in value between \$50K and \$10MM, with support from our Design & Estimating Manager, Superintendents, Engineers and Project Managers.

Duties & Responsibilities:

- Develop high level work plans with the support of our experienced team to meet or exceed the client's Schedule, Cost and Quality goals, while maintaining our competitive advantage to win bids
- Review bid documents, engineered design packages, specifications and associated terms and conditions to fully understand the specified scope of work and project risks
- Attend on-site meetings to review site conditions and understand the scope of work, quality, safety, and environmental requirements
- Develop innovative project 'win solutions' to meet client's objectives and evaluate internal and external resource and material requirements to complete the work competitively
- Identify, tender, and evaluate outside services and material packages as required to obtain technical input and costing from subcontractors and suppliers
- Develop complete Work Breakdown Structures and produce a detailed estimates of all labour hours, outside services, materials and equipment costs
- Prepare written proposals to document the project's scope of work, bidding assumptions and commercial aspects - to allow our project managers to manage risk and scope creep after the project is awarded
- Lead a bid review with internal stakeholders prior to submitting proposals to the client
- Work directly with the client and their engineers as required to support of the proposal up to award of contract
- Conduct kick off meetings with Superintendents and Project Managers after award of contracts to walk them through the scopes of work, proposals and associated cost estimates
- Evaluate completed project costs to obtain feedback on estimates, refine future bids and identify opportunities for improvement

Qualifications:

- Mechanical or Structural Engineering diploma or degree, or Red Seal Millwright combined with extensive progressive experience in a similar role
- 5+ years' experience with industrial project estimating and contract negotiations for small to large industrial installation projects
- 5+ years' experience managing most aspects of industrial installation and maintenance projects
- Possess the technical knowledge and experience to develop excellent 'win solutions' for the installation, modification and maintenance of heavy industrial machinery and related structural steel work
- Excellent communication skills, both verbal and written, combined with outstanding time management, analytical, prioritization and organizational skills
- Proficient knowledge of Excel, Word, MS project and AutoCad is required

If you feel you are qualified for this role, please submit your resume to recruitment@norlandlimited.com quoting "Senior Project Estimator" in the subject line.

We are committed to equity, diversity and inclusion in our recruitment and hiring practices.