



Job Title: Estimator

FLSA: Exempt
Status

Reports To: Sr. Estimator and/or SVP

Job Hours: Full-time

Location: Springfield, NJ

Who We Are

We're an entrepreneur, fast-growing team of Project Managers, Estimators, Superintendents, Safety and Administrative Support personnel. As leaders in quality construction management, we're committed to providing impeccable service to our clients, a safe work environment for our team, and an opportunity for our employees to grow and enjoy the benefits of work/life balance. Here at ALLY, we cultivate a collaborative environment that values tenacity, attention to detail, and comradery. Since outstanding customer service is our best product, we strive to build long-lasting relationships with our entire customer base.

Position Summary

As an Estimator reporting to a Sr. Estimator or Sr. Vice President pending assignment, your primary role is to provide analysis and pricing of construction projects by conducting construction estimating, budgeting and bidding for assigned projects ranging in value from \$100K to \$30M. You will interact with the architects, clients, business development and operations staff to ensure a clear understanding of project objectives, schedules and other information. While developing hard bids or negotiating work pricing proposals in response to specific proposal requests, this position will also obtain all needed cost information from reliable subcontractors and material suppliers to meet project requirements.

Responsibilities

- Review plans and architectural drawings; prepare quantity take-offs on assigned projects.
- Identify items that have been omitted and ensure appropriate accounting for such items in overall estimate package that represents the full scope of the project.
- Timely preparation of conceptual estimates, bids and pricing analysis, as required, on proposed projects.
- Share information about reliable sub-contractors and suppliers to assist Project Managers and other team members in the timely preparation of GMP and Lump Sum pricing.
- Prepare competitive Lump Sum and Time and Material bids on construction projects, including timely review of associated bid forms, pricing, and general conditions by appropriate senior management.

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- Assist Project Manager with subcontractor/vendor bidding on projects.
- Develop conceptual project schedules based on subcontract input and historical data.
- Maintain a computerized construction cost database with subcontractor/vendor qualified bidders list for use by estimating for Project Managers along with other team members.
- Identify and remain current with an up-to-date understanding of the latest construction materials, pricing, trends, systems, procedures, means and methods, computer programs, management techniques, code changes, etc. that positively impact estimating.
- Follow approved estimating practices consistent with corporate guidelines and ensure such practices result in the most complete estimates possible while meeting financial objectives.
- Ensure quality and timely work output by prioritizing tasks and meeting assigned deadlines.
- Provide feedback to senior leadership on gaining competitive advantages over the competition.
- Take initiative by being proactive in identifying opportunities through current and past clients.
- Attend client meetings to discuss estimates, answering any questions and resolving any issues regarding pricing and estimates throughout duration of project.
- Provide change order pricing, site visits, bid delivery and collaboration with teams.
- Prepare estimates used for management purposes such as planning, organizing, and scheduling work, preparing bids, selecting vendors or subcontractors and determining cost effectiveness.
- Conduct special studies to develop and establish standard hour and related cost data for effect cost reductions.
- Analyze completed projects to compare estimated costs to actual costs and determine the reason for any discrepancies.
- Close out estimate packages and maintain archive files.

Required Knowledge, Skills and Abilities (KSA)

- Possess ALLY's core values:
 - Be a trustworthy ALLY with uncompromising ethics delivering allegiance, honesty and fairness
 - Work with integrity, accountability and commitment
 - Appreciate and respect the company culture of comradery in a diverse, inclusive and collaborative work environment
 - Think Safety First!
 - Passionate about giving back to others.
- Bachelor's degree in Construction Engineering or Management, or equivalent work experience is required.
- 10+ years of commercial general construction estimating experience.
- Honorably discharged Veterans are highly encouraged to apply. Currently 25% of our team members are Veterans.
- Excellent estimating, communication, financial analysis, budgeting, purchasing, negotiation and computer skills are essential.



- Requires expertise in the use of computer software programs, such as, Microsoft Office Suite. Blue Beam and Premier experience are a plus.
- Pharmaceutical, energy/chemical or manufacturing experience (or similar) preferred.
- Excellent time management skills with a proven ability to meet deadlines.
- Must have reliable transportation.
- When driving on company business, a clean driving record, valid driver's license, properly maintained employee-owned vehicle with the state minimum mandated levels of auto liability insurance are required as a condition of employment.
- United States Citizen.
- Must be a team player.

ALLY Construction Services offers a competitive salary and benefits package. To be considered, please email us your resume with the position you're applying as the subject line to HR@ALLYConstructionServices.com.

ALLY Construction Services is an Equal Opportunity Employer

Applicants are considered regardless of race, color, religion, creed, age, sex, pregnancy, family responsibility, national origin or ancestry, citizenship, marital status, sexual orientation, transgender status, veteran's status, genetic information, or status as a qualified individual with a disability or any other protected characteristic in accordance with applicable law.
