

Design Estimator – Electronic Security

Company Overview

Check Your Security was founded in 2005 with a vision to deliver digital security solutions. With offices strategically located in Norwich, London, Northampton and Liverpool, we can support clients wherever and whenever required.

We offer clients the complete package from the installation & commissioning of CCTV, Access Management, Intruder Detection and Perimeter Protection whether it's on-premise or cloud-based as a security solution(s). We also have a professional services team to deliver consultancy, project management, as well as ongoing support and aftercare. Our aim is to empower clients to enhance the well-being of their personnel and the wider society. With a client retention rate of 99%, our proactive security solutions have a proven track record of success in addressing clients' needs while improving safety, enhancing efficiency, and protecting reputation.

As a company, we are committed to creating a safe community. To achieve this, we collaborate closely with local communities, companies, hospitals, utilities, universities, major public stadiums, high-security installations, and schools by offering customised security systems of the highest quality.

Role

We are looking for an experienced Design Estimator to join our ever-growing team. A successful candidate must have experience in system design and estimating within the Security Industry. The role will encompass delivering tender and sales opportunities across the business in a consistent manner along with quotations based upon information provided by site-based staff and others. Reporting to the Technical Director, the role is key to the development of the Company sales targets alongside design excellence.

All pricing is to be submitted on time and with due care to ensure commercial certainty of the bid or quotation in line with Company objectives. The Design Estimator will be required to consistently deliver a pricing structure and standardise pricing compliance across all key areas exceeding business performance targets and establishing the most advantageous available price to obtain orders whilst building relationships with clients and developing existing business through cross-selling other services to clients where applicable.

Key Responsibilities:

- Produce client quotations and issue internally or externally as directed.
- Carry out site surveys as required in conjunction and consultation with the Technical Director and others.
- Monitoring of quote bank for follow-up and order progression, contacting clients as necessary to obtain decisions.
- Review technical specifications to fully understand requirements.
- Research suitable systems/components to meet requirements and assist with the Company product portfolio.
- Complete design calculations and present technical information, whilst liaising with manufacturers and suppliers for technical data and cost.
- Carry out the Bid/No Bid process in line with company directives.
- Review and produce service quotations, assisting others with regard to renewal costs and variance.
- Prepare and assess the requirements for producing tenders and budgets, establishing associated costs and design parameters.
- Interpret information and price accurate bills of quantities/pricing documents.

- Identify and understand different forms of contracts, their interpretation and legal obligations. Develops rates, prices and schemes for inclusion in tenders, in accordance with commercial strategy.
- Understand the insurance coverage to protect the position of the Company, mitigating risks along with the application of bonds, warranties and guarantees coverage to protect the position of the company as required.
- Negotiate and establish agreed terms & conditions with the client as required and relevant.
- Produce commercial bids and documentation for approval of senior management, whilst understanding the impact on commercial and operational risk.
- Obtain the best pricing from supply chain partners for the appropriate resources, goods and services for the quotation or tender, in line with budgetary compliance and technical standards with job costs, and expected/minimum margin in mind to ensure profitable returns to the business.
- Prepare and return accurate and quality tender/estimates within deadlines, providing design, specifications, drawings and technical submissions as required.
- Liaise and collaborate with other departments including Commercial, Finance, Project Management, Service, Operations, etc.
- Create reports for senior management as requested.
- Participate in Design to Operations handover meetings upon award and as directed.

Skills and Experience

Essential:

- Possess clear and confident written and verbal communication skills.
- Knowledge and skills to effectively problem solve.
- A high level of self-motivation can-do attitude, organisational ability and drive to meet deadlines.
- Demonstrate a commercial awareness within the security/electronic industry.
- Security estimating completion and submission of Quotations, Bill of Quantities and tender documents.
- Experience negotiating within Security and wider industries.
- High computer literacy Microsoft Applications.

Desirable:

- Higher National Diploma or Certificate (HND/C) in Electronics, Security or Building Services or recognised equivalent in a related discipline.

Salary

Competitive salary, rate depends on the experience

Location

Based in the South Midlands or Home Counties, working from home with some travel to office.

Hours

40hr week

Holiday

20 days holiday plus bank holidays. With long service earning additional days.