

JOB VACANCY

LEAD ESTIMATOR

(REF. LE/02/19)

Since its formation in 1978, Moore Concrete Products Ltd has developed into a world class, quality focused, precast concrete manufacturer, based outside Ballymena. The company is customer focused, ensuring the continued evolution of our extensive product range, designed to meet the requirements of civil infrastructure, agriculture and building customers, across the UK & Ireland. Moore Concrete employ 130 people, and are committed to continuous investment, in a combination of modern office and factory facilities, people skills, design expertise and manufacturing experience. We are proud to have been involved in numerous prestigious Road, Rail, Marine, Coastal, Construction, Flood Alleviation, Water, Energy, Agricultural, Commercial and Housing projects.

We are now recruiting for a fulltime Lead Estimator to join our Civils Sales team. The purpose of this role is to lead the Civil Sales team on a day-to-day basis to maximise sales opportunities and convert into orders, striving to achieve the Company's monthly KPIs. The role will support the Sales Manager.

This role will suit a driven individual with experience within the civils/structural industry, proven experience in estimating and the motivation to contribute to Company success in this key sales role.

Company benefits: An attractive salary and attendance payment package will be offered to the successful candidate. Company benefits include free car parking, pension, healthcare scheme, performance related pay, holidays and cycle to work scheme.

Hours of Work: Standard hours will be Monday to Friday 8.00 – 5.00pm. 40 hours per week.

Key responsibilities of the role include:-

Lead, develop and motivate the estimating team to price and secure projects for the Civil Engineering market.

Assist the Sales Manager to monitor and review KPIs on a weekly basis.

Provide regular information to the Sales Manager in terms of current projects, order statuses, tenders completed, stock etc.

Negotiate and communicate in a professional and technical manner to clients and contractors in order to maintain and develop commercial relationships.

Liaise with all relevant departments to ensure orders are processed successfully within customer requirements, budget and on programme.

Assist with the identification of new products and market opportunities and assist in their development, promotion and marketing.
Assist in resolving any technical queries where necessary.
Professionally represent the company at marketing events, exhibitions and client meetings as required.
Any other duties, within reason and capability, as agreed through consultation with the Sales Manager.

Essential Criteria:

Civil or Structural Engineering Degree or equivalent experience.
Management qualification or equivalent experience in leading and motivating a team towards achieving objectives. Good experience in training and developing others.
Excellent communication skills, both written and verbal, including negotiation and influencing skills.
Proven experience in sales estimating and providing excellent customer service.
Effective in project management and exceeding customer expectations.
Evidence of the ability to achieve/exceed business objectives.
Strong planning and organisational skills.
Ability to read technical drawings and bar schedules.
Excellent IT skills including Microsoft Office packages.
Available to work flexibly in order to respond to business needs. This will include representing the Company at trade shows and client visits as required.

Desirable Criteria:

Experience in the design, manufacture and use of precast concrete products in civil/structural applications.
AutoCAD skills.
Experience of using of a CRM (Customer Relationship Management) package.
Evidence of Continuous Professional Development.
Current full driving licence

Closing date for applications: **Monday 11th February 2019**

Please contact Nicola on 028 2565 2566 or email Nicola.Mowbray@moore-concrete.com for an application form.

Moore Concrete is an Equal Opportunities Employer

