

MECHANICAL ESTIMATOR



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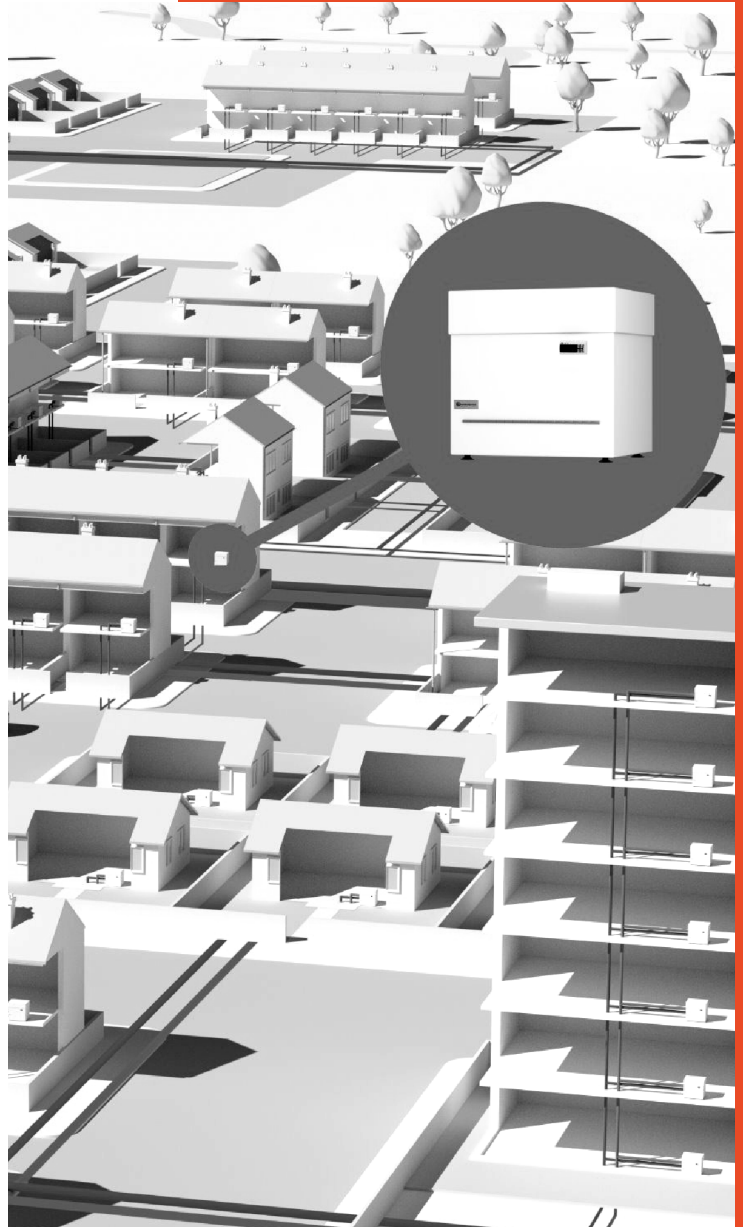
SUMMARY

The Kensa Group represents award-winning British engineering at its finest - the UK's leading manufacturer of ground source heat pumps (Kensa Heat Pumps), and the UK's pioneer of their mass-scale installation (Kensa Contracting).

The Kensa Group is transforming how Britain's heat their homes, delivering a 21st century alternative to the gas grid.

After over two decades of connecting people to cleaner, greener, and cheaper heat, formal procurement of increasingly large scale heat pump projects are becoming more frequent.

You will develop the process and the team to ensure Kensa have the best possible chance of securing these opportunities. Together, we will contribute to the UK's ambition to install 600,000 heat pumps every year by 2028, and be net zero by 2050.



OVERVIEW

Exciting opportunity to join a growing commercial team, tendering for national frameworks and significant projects valued up to £25m in the Renewable Heat Sector.

Your goal will be to enable Kensa Contracting to secure strategically important projects, in line with ambitious growth plans for the business.

You will be responsible for the development of pricing for estimates, quotations and tenders for non-domestic GSHP projects across a range of sectors.

Your success will expand Kensa Contracting's national reach into the wide-scale deployment of heat pumps while simultaneously resulting in a rewarding and inspiring career, fostering a successful team in parallel with the growth of the business you help to build.





BENEFITS

To facilitate your success as Mechanical Estimator, we will provide, a forum to express and test ideas and provide interesting work with challenge and opportunity.

We also offer the pivotal opportunity for you to make a significant contribution to the safeguarding of our environment, saving the planet one heat pump at a time.

At a grass roots level, we welcome you to a culture of incredibly hard-working, knowledgeable, inspiring, committed, enthusiastic, and passionate people.

We expect a lot from our staff, because we expect a lot from our industry's potential - we are all committed to the UK's 2050 path to net zero carbon, and are determined to achieve that goal, but we also want to enjoy the journey together.

- Competitive salary: £35,000 - £40,000 base. Dependent on qualifications and experience.
- Uncapped bonus scheme: Company performance related pay plan with an OTE of 112% of base salary.
- Pension: Automatic enrolment into Kensa's company pension scheme.
- Holiday: 25 days holiday increasing to 30 days holiday (plus bank holidays) for 5+ years' service.
- Flexible working environment: We understand the benefits of flexible working conditions to meet the demands of your role, so we can accommodate a blend of working from home and office-based.
- Office culture: Aside from a fully-stocked sweet cupboard, we ensure you are well-stocked and have all of the technology and equipment you need to perform at your best.
- Social events: Work hard, play hard, we love to host regular Kensa parties for staff and their families, and in recent times when we haven't been able to get together in person, we do all we can to keep spirits high.
- Growth: Your development is important
 - we encourage and help with development including internal and external courses, learning, study and software support, all bespoke to you.
- Wellbeing: Free 24/7 access to an independent and confidential Employee Assistance Programme for you and your immediate family.
- Health: Private Health Insurance available after one year of service.
- Active: Cycle to Work Scheme to help lower your carbon footprint whilst boosting endorphins and your health.

REQUIREMENTS

As Mechanical Estimator, you will be the lead for all commercial pricing enquiries, for a range of projects including leisure, education and healthcare.

You will work with the estimating, sales, delivery, and design departments; taking responsibility for Kensa Contracting's estimating process in both the public and private sectors for GSHP installations, including drilling, groundworks, mechanical & electrical plant installation and heating and cooling distribution systems. You will need to track commercial estimating output and provide monthly reports to the Estimating Manager, and others as required.

EXPERIENCE

Substantial experience with M&E estimating for commercial projects in the construction and local authority sectors on schemes up to 2MW.

Experience in M&E sector essential preferably in renewables.

Experience of pricing and estimating using tools such as National schedule of rates.

Highly proficient in Excel, Microsoft and other estimating software tools.

Degree level education desirable / Relevant professional qualification.

Demonstrable success in winning projects, accuracy of pricing and securing target margins.

Proficient time management / prioritisation skills; forensic attention to detail; good communication skills.

Minimum 5 year's experience in an M&E estimating role or similar.

KEY BEHAVIOURS

Ability to generate accurate M&E project pricing for commercial buildings.

Thorough and methodical, with an excellent eye for detail.

Good Team player with excellent interpersonal skills.

WORKBASE

Kensa Contracting operates from two sites, one in Truro and one in Exeter. This role will provide some flexibility, and will likely involve a mix of working from home or based in the Exeter office.

REPORTING STRUCTURE

Reporting to the Estimating Manager.

RESPONSIBILITIES

- To lead on estimating for all commercial pricing enquiries.
- To organise review meetings with sales staff and to lead the development of pricing for estimates, quotes and tenders.
- Analyse drawings and data sheets showing construction detail, including floor plans, layout of hot water and heating infrastructure, heat losses, EPCs, site access, heat pump locations and proposed borehole locations.
- Accurate take-off of M&E schematics and ensuring pricing meets the specification.
- To use and assist with the development of estimating software.
- Regular review and update of assumed cost inputs for material and labor costs.
- Liaise with sales team to identify project requirements and specifications and assist with the development of client-facing estimates and final quotations.
- Develop project-specific Scope of Works for inclusion in quotations.
- Support bid writers and sales representatives with quality checking and technical input to client queries.
- Attend handover meetings to provide information surrounding tendered projects.
- To develop pricing for projects and to understand the cost implications and requirements for all elements of the project, i.e. design, drilling and trenching supply of heat pumps, and internal heating installation.
- Communicate with suppliers and subcontractors to build accurate contract pricing.
- Review previous submissions and determine where successful/unsuccessful bid responses can be improved and make recommendations for future successful bids.
- Monthly reporting on activity.
- To undertake training and assist in training other members of staff as required.
- To work cooperatively and provide support as required for all companies in the Kensa group.
- To be a positive ambassador for Kensa at all times.
- To work at all times in accordance with the Health and Safety at Work Act 1974 and to allow all company procedures and guidelines which assist this. Whilst working at external sites comply with all on site health and safety procedures and guidelines applicable to that site.
- To undertake other such duties as may be required within the general scope of the job.
- To work at all times in accordance with the company's Dignity and Diversity policy.

APPLY NOW

Apply online here:
thekensagroup.com/kensa-job-vacancies/

Or send a copy of your CV and a covering letter to:
jobs@thekensagroup.com



This job description and benefits may be subject to change, in consultation with the postholder, in response to new circumstances.

Kensa are an equal opportunities employer and are committed to providing a working environment that is free from all forms of discrimination and where all employees are treated with dignity and respect.

Please see our Equal Opportunity, Dignity and Diversity Policy for further information.