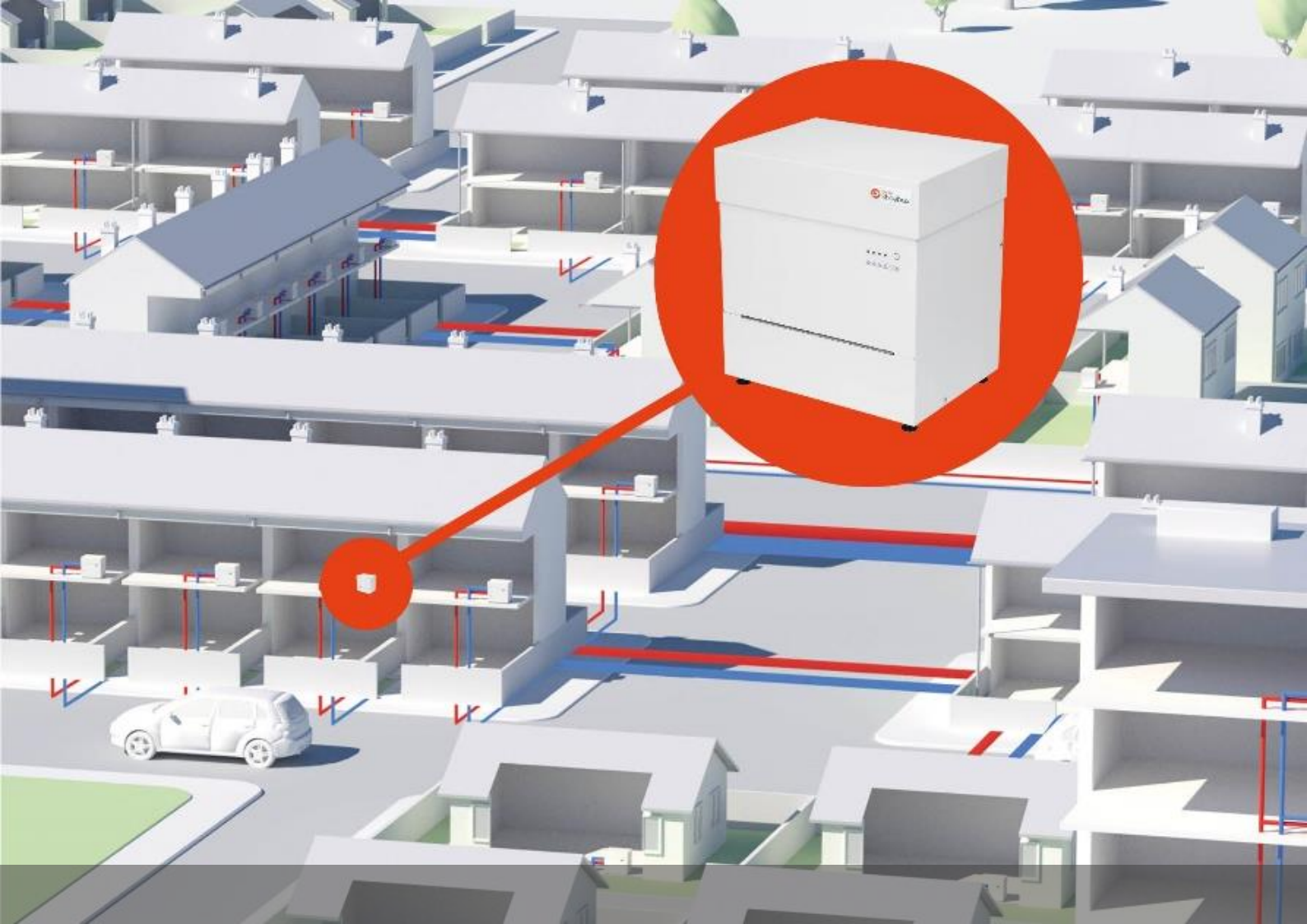




# Senior Estimator

(Non-Domestic)



## GENERAL 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 Britons heat their homes, delivering a 21st century alternative to the gas grid. With over two decades of proven expertise in low carbon technology, we want to connect people in homes and businesses across the UK to cleaner, greener, and cheaper heat. Together, we will meet the UK's ambition to install 600,000 heat pumps every year by 2028 and be net zero by 2050.

The Kensa Group is the leading manufacturer and installer of ground source heat pumps and is poised for rapid growth. Octopus Energy and Legal and General Capital invested £70m in 2023 to enable the business to rapidly grow and install 50,000 heat pumps a year by 2030. This will drive down costs of heat pumps and reduce reliance on polluting gas boilers.

This investment will make heat pumps even more accessible to more properties, including retrofits for social housing, terraced housing and non-domestic buildings. It will also enable Kensa to offer house builders, housing associations and non-domestic customers their 'Networked Heat Pumps' solutions at a lower cost. This effectively creates a new renewable asset class, kick-starting a sector that could exceed £1bn by 2030.

## ROLE OVERVIEW

- Support the KCL Non-Domestic Sales Team through the production of accurate early-stage ground source heat pump feasibility reports for new build and retrofit schemes.
- Assist in developing new processes and procedures alongside the Non-Domestic Estimating Manager and Director of Non-Domestic Sales, to facilitate Group Wide growth plans and strategies.
- Responding to tenders, developing comprehensive responses to specific tender requirements, and contributing to completion of quality submission documents and pricing submissions.
- Assist with maintaining and developing template documents including feasibility, estimates, quotations, and design proposals.
- Functional links with: Suppliers, subcontractors, architects, M&E consultants, construction companies, distributors, business contacts, and installers. Co-ordination of handover of information between, estimating, sales, design, and project management departments internally.



# ROLE BENEFITS

The Senior Estimator role within Kensa Contracting Ltd. is a key role within the organisation. You will directly impact and influence the Group's wider growth strategy and therefore the role offers a variety of benefits that are listed below.

You will report directly to the Kensa Contracting Ltd. Non-Domestic Estimating Manager and work closely with the wider Estimating Team, Director of Non-Domestic Sales, and other members of the Senior Leadership Team.

This is an opportunity to join a dynamic and fast paced organisation which will influence the way we heat and cool buildings in the UK and be at the forefront of our transition to a low carbon society.

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**Competitive salary:** 35,000 – £40,000 base. Dependent on qualifications and experience.

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**Uncapped bonus scheme:** Company performance related pay plan with an OTE of 112% of base salary.

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**Pension:** Automatic enrolment into Kensa's company pension scheme.

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**Holiday:** 25 days holiday increasing to 30days holiday (plus bank holidays) for 5+ years' service.

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**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.

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**Office culture:** Aside from a fully stocked sweet cupboard, we ensure you are well-stocked and have all the technology and equipment you need to perform at your best.

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**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.

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**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.

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**Wellbeing:** Free 24/7 access to an independent and confidential Employee Assistance Programme for you and your immediate family.

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**Health:** Private Health Insurance available after one year of service.

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**Active:** Cycle to Work Scheme to help lower your carbon footprint whilst boosting endorphins and your health





# ROLE REQUIREMENTS

## EXPERIENCE

- Demonstrable industry experience in similar role over last two to three career moves.
- Experience with renewable technologies preferable.
- Excellent communication and negotiation skills.
- Excellent research and report writing skills.
- Excellent attention to detail.
- Lead, organise and motivate estimating team.
- Previous experience of M&E installations for commercial and residential applications essential. Demonstration of previous experience of heat pump projects preferred.
- To build and maintain a comprehensive knowledge of Kensa products and keep updated with changes in product design and application.
- Thorough and methodical approach to gathering data from various sources.
- To work cooperatively and provide support as required for all companies in the Kensa Group.
- Excellent knowledge of Excel, working confidently with various functions and formulas
- Ability to manipulate data and integrate utilising formulas.
- Be reliable, punctual and able to structure individual schedule to meet deadlines.

## EDUCATION

- ONC/HNC or Equivalent in Construction and the Built Environment or Renewable Technologies or Mechanical/Electrical Engineering
- Industry associated degree level qualification – e.g. BSc (Hons) Quantity Surveying

## CHARACTERISTICS

- You will need to be calm, patient, helpful and able to juggle multiple tasks.
- You will need to be organised, thorough and have a high attention to detail with the ability to identify risks and opportunities of specific projects.

# ROLE RESPONSIBILITIES

- Support the KCL Non-Domestic Sales Team through the production of accurate early-stage ground source heat pump feasibility reports for new build and retrofit schemes.
- Support KCL Non-Domestic Sales Team through the production of final quotations for projects that have received design orders by obtaining quotations from our preferred supply chain partners based on detailed designs from our in house technical team.
- Assist in developing new processes and procedures alongside the Non-Domestic Estimating Manager and Director of Non-Domestic Sales to facilitate Group Wide growth plans and strategies.
- Responding to tenders, developing comprehensive responses to specific tender requirements, and contributing to completion of quality submission documents and pricing submissions.
- Assist with maintaining and developing template documents including feasibility, estimates, quotations, and design proposals.
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- To engage in initial conversations with clients and internal design meetings, ensuring follow-up actions are taken and full information is recorded.
- To interrogate drawings showing construction details including floor plans, layouts of heating and hot water infrastructure, site access, proposed heat pump locations and proposed borehole locations.
- Development of project specific 'scope of work' templates developed as part of the estimating process.
- To review and maintain the estimating database and make recommendations for improvements to increase competitiveness.
- Ensure that the format of quotes is in line with MCS requirements.
- To undertake training and assist in training other members of staff as required.

## WORKBASE

Hybrid role based at our Bristol office

## REPORTING STRUCTURE

Estimating Manager Non-Domestic



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.

APPLY ONLINE HERE:

[Thekensagroup.com/kensa-job-vacancies](https://Thekensagroup.com/kensa-job-vacancies)

OR SEND A CV: [jobs@thekensagroup.com](mailto:jobs@thekensagroup.com)