



SOLID FORM

Estimator

Job Description

2706 NE Rivergate St
McMinnville, OR 97128

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teamsolidform.com

CCB #180435 WA #SOLIDFF916RP

Estimator

DETAILS

Location	2706 NE Rivergate Street, McMinnville OR 97128
Hours	7:30am-4:00pm Mon-Fri
Pay	\$45,000 - \$72,000 Salary DOE
Status	Full-time, permanent employee
Reporting	Reports to President

PURPOSE

The Estimator is responsible for creating bid proposals. This role combines technical construction and metal fabrication knowledge, with equal amounts of thinking and listening skills to create viable project strategies and accurate budgets. The Estimator is the critical communication link between everyone involved in the project. As a Solid Form team member, this position shares and demonstrates our mission and values through workmanship and interactions with internal and external audiences.

Our Mission is Ingenuity

We are problem-solvers and creators. From idea to installation, we seek out the challenge to think beyond standard solutions.

Our drive to discover what's possible fuels our passion for our work and multiplies the value we bring to every project and every partnership.

Our Values

Find and Address Issues

We ask the questions that get us three steps ahead of the game. Equal parts thinker and listener, we solve problems before they even have a chance to impact our work.

Take the Extra Step

When we take on a project, we own it. To us, that means doing what it takes to ensure we're delivering the right product – one that we'll be just as proud of as our customer.

Keep Growing

Continuous improvement is second nature to us. Whether it's eliminating a small inefficiency or expanding our skillset, we thrive on opening up new possibilities for exceptional work.

Build Partnerships

We work with people we enjoy. We believe in shared values, honest conversations, and win-win solutions as the foundation of a bright future.

Solid Form Team Members

- Are thorough in our analysis, our critical thinking and our work
- Communicate with effective verbal and written skills to all internal and external audiences
- Contribute to group cohesion through reliability, shared ideas, shared values and helping others
- Find opportunities to continuously learn, grow and improve
- Understand and embrace the importance of our behaviors, systems and practices
- Speak up if something is not right, damaged, broken or unsafe
- Keep our areas clean and organized, protect company assets at all times and fix things that are broken

The Estimator Pathway

Estimator Competencies Include...

- Receive and prioritize incoming bid opportunities to meet bid deadlines
- Attend pre-construction meetings, site visits and client meetings as needed
- Gather, review and analyze project drawings, site conditions, addendums, specifications, contract documents and schedule requirements needed to prepare a proposal
- Find and address issues with the project designs or schedule requirements
- Craft and submit RFI's
- Prepare take-off of all labor, materials, equipment and outside services required for the project
- Use metal fabrication, construction knowledge and effective communication to develop the best approach to construction
- Calculate project schedule and budget
- Communicate alternative methods and/or value engineering ideas to resolve issues
- Prepare and present to the client a detailed bid proposal including itemized scope of work, exclusions, clarifications, and terms

Estimator

- Prepare required bid related documentation and assist project managers with change orders
- Follow up on bid proposals as needed until project is awarded
- Upon project award, assist in handover meetings with the Project Manager
- Assist Project Manager with client communication throughout the project
- Participate in industry events and client meetings to strengthen client partnerships
- Work closely with engineering and production to keep estimating formulas and costs current
- Use CRM software to track and analyze sales information
- Demonstrate Microsoft Office proficiency with strong Excel skills

Learning Objectives...

- Become familiar with Solid Form processes and bid standards
- Conduct special studies to analyze bid variances and update estimating formulas
- Learn Solid Form scheduling system and participate in production schedule planning
- Work on increasingly larger and complex projects
- Review and double-check other team members' proposals for accuracy
- Learn to identify right-fit customers and projects
- Track proposal loss reasons and work with team leaders to improve sales funnel
- Work with team leaders to identify opportunities to improve estimating processes.

Solid Form has a breadth of professional opportunities available, so you can chart your own path forward based on your unique strengths and interests. If diverse challenges and complex projects get you up in the morning, we look forward to hearing from you!

Please email your resume and cover letter to careers@teamsolidform.com.