

Farrell Design Build wants your senior bid strategy, proactive attention, and estimating expertise to accelerate and support our growth in California and the West Coast. Farrell specializes in true Design-Build Ground Improvement, Deep Foundations, and Shoring projects with our own staff, registered engineers, union operators, heavy equipment, and tools. Farrell leads the California ground improvement industry since 1999.

This is an exciting and challenging job opportunity in the growing deep foundations and shoring industry. The true Design-Build nature of our business, our collaborative process, and our specialized experience with industry-changing ground improvement has earned Farrell the great reputation as quality, outside-the-box, thinkers with proven solutions who get the job done. Farrell works with the big General Contractors and Developers, which will expose you to bids on complex and award-winning projects in San Francisco, Sacramento, Los Angeles, and San Diego.

Farrell Design Build is seeking a **Sr. Estimator** to develop accurate and timely Bids and ROM estimates for shoring, ground improvement, and deep foundation projects for commercial, industrial, and public projects.

Essential Functions:

- 1) Analyze and compile bid data for labor, materials, equipment, site location and other factors to ensure a quality and timely Bids and ROMs.
- 2) Review and analyze drawings, specifications and proposed project geological conditions. Solicit bids and quotes to include in Farrell's final bid.
- 3) Apply analytical and follow-up processes to ensure bids are accurate and complete.
- 4) Communicate and review bid strategy with inhouse operations to ensure understanding of scope of work and critical means and methods of the proposed construction.
- 5) Analyze alternative solutions and methods to increase competitiveness of bids.
- 6) Perform and review take-off quantities to ensure accuracy of data used in bids.
- 7) Follow-up with customers on competitiveness of the bid and to maintain customer relationships to increase bid opportunities.
- 8) Identify project leads and deliver foundation and shoring solutions to address poor soil sites.
- 9) Perform persistent follow up with customers, project leads, and bid tracking with win-lose summary.
- 10) Develop long-term relationships with general contractors at the executive decision maker level.
- 11) Attend industry association meetings and conferences to build networking opportunities.

Required Skills:

- 1) Bachelor's Degree in Construction Management or Civil Engineering.
- 2) 5 years estimating experience with shoring and foundations.
- 3) Experience with reading and interpreting specifications and drawings, contract plans, geotechnical reports, shoring plans and site plan layouts.
- 4) Working knowledge of construction costs and methods, and bid principles.
- 5) Advanced user of Microsoft Office Suite (Excel, Word, Outlook). AutoCAD a plus.
- 6) Strong work ethic with excellent time management.
- 7) Advanced communication skills with ability to listen, pause, and respond.

To apply, please email and attach your resume and a cover letter presenting your qualifications, passion to win, and any other related information regarding your experience and skills.

The information above describes the general nature of the position and serves as a summary of the typical job functions; it's not a comprehensive list of all possible job responsibilities, tasks, or duties.

We maintain a drug-free workplace and perform pre-employment substance abuse testing. Salary range is based upon experience and skill set. Farrell offers a comprehensive benefit package which includes medical, dental,

vision, life insurance, performance bonus, SIMPLE IRA with matching program, holiday pay, and PTO (Paid Time Off) for qualified employees. Visit www.farrellinc.com for more information on company.