



BCM Scaffolding Services Limited

Position Description

Role: Estimator/Business Developer

Location: London

Job Type: Full time

Remuneration: PAYE

Website: www.bcmscaffolding.co.uk

Overview:

BCM Scaffolding Services is a member of the Safe Rise Scaffolding Group www.SafeRiseScaffolding.co.uk – both companies in the group are increasingly recognised as leaders in their areas of expertise and are quickly growing.

Job Purpose:

With customer sites generally across London and within the M25, as BCM develops its client base, you will be responsible for estimating a wide variety of projects including housing, commercial, infrastructure and events.

Reporting to the Commercial Manager (directly) and Chief Executive (indirectly), our Estimator/Business Developer must be a daily advocate with operatives of BCM's values, holding all operatives to the highest of standards under each of the values.

We are seeking an experienced and enthusiastic scaffolding professional who is responsible for preparing quotes for tenders as part of the commercial team, and working closely with the Chief Executive and the management team win high quality scaffolding projects for BCM through developing relationships with new and existing clients.

Job Duties:

Responsibility for day to day management, as follows:

- Modelling BCM's company values at all times and with all people this role interacts with, both within BCM and with clients, suppliers and others.

- Visiting proposed client sites and meeting with potential clients with BCM's business development/operations teams to fully understand and to add value to scaffold designs as part of the early tendering process.
- Working with the business development, commercial, operations and scaffold management teams to ensure quotations are correctly prepared for a project BCM is tendering for.
- Engaging with engineers to develop appropriate plans to assist with preparing detailed and accurate quotations for tenders and variations/adaptions as required.
- Preparing quotations consistent with client plans and requirements, and BCM's schedule of rates.
- Preparing all on site method statements and risk assessments (RAMS).
- Assisting the BCM management team and Site Support Managers develop a project plan for all tenders won ahead of the project commencing to ensure the project is efficiently and effectively managed and resourced from beginning to end.
- Assisting BCM Managers Operations Manager and Site Support Managers (as necessary) to ensure projects are set-up, managed and completed on a timely basis and within pre-set budget.
- Liaising with and maintaining a good working relationships with clients, surveyors, other sub-contractor project managers as necessary to price variations/adaptions.
- Working with BCM's operations and commercial managers in the preparation of monthly applications for payment and end of project accounts, month end reconciliations, costings/margin reports and end of project reconciliations.
- Attending site meetings with major contractors and sub-contractors as required and appropriately representing BCM, collaboratively working to ensure the client's project is completed as required.
- Assisting senior management in the overall planning and supervision of projects from a financial management viewpoint.
- Identifying new business opportunities as appropriate. This may include, building relationships with key managers in client and sub-contractor companies that lead to BCM being invited to tender for new projects; identifying opportunities and passing the leads/referrals to the business development team and Chief Executive and/or Directors, or any other opportunities that supports BCM's growth targets.

Experience, Skills and Qualifications:

- CISRS Advanced Scaffolder card (or equivalent).
- Significant experience as a scaffolder working on large and complex construction projects.
- Significant experience as an Estimator/Business Developer in the scaffolding industry, working on large and complex construction projects.
- Strong leadership skills, inspiring scaffolding operatives to embrace BCM's vision and growth plans, and modelling BCM's company values at all times.
- An advocate for excellence in all aspects of health and safety constructions practices, and 'leading from the front' with scaffolding practices, always wearing full PPE kits on sites (including helmets, hi-viz clothes, protective boots, gloves and glasses as required).
- Strong business development and relationship management skills, that support in winning new business for BCM.
- Strong computer skills, including Outlook 365, Word, Excel, and BCM's scaffolding software solution (when implemented – probably SmartScaff).
- Strong, transparent and respectful written and verbal communication skills.
- Ability to constantly seek new and improved ways to enhance BCM's business practices.
- A clean driver's licence.

Attributes:

- A willingness to learn new skills and tasks and share that knowledge with others in the team.

- An enthusiastic and friendly team player.
- Belief in yourself and an optimistic outlook on life. A desire to achieve highly in your role and career.
- Kindness, generosity of spirit, respectful of others.
- Fully embracing the BCM's values and growth aspirations.

Applications:

To apply for the BCM Estimator/Business Developer's role, please send your CV and a cover letter to the Safe Rise Scaffolding recruitment team at careers@saferisescaffolding.co.uk

Applications close Friday, 12 June 2020. Initial interviews will be held during the week commencing 15 June 2020 via Zoom conference calls with further meetings being face to face while acknowledging social distancing requirements.