



ESTIMATING MANAGER, GENERAL CONTRACTING

ABOUT SIGFUSSON NORTHERN:

Sigfusson Northern is a third-generation family-owned business, which now has a portion of the company being employee-owned. Our primary focus is on building strong and lasting relationships with our employees, our clients, and the communities we serve. Ongoing growth and diversification have led Sigfusson Northern to the forefront of general contracting and heavy civil construction where we incorporate trust, respect, integrity, and commitment to our community in every decision we make and everything we do.

POSITION SUMMARY:

Reporting to the VP, Pre-Construction & Estimating, the Estimating Manager, General Contracting (GC) will lead the GC Division estimates while ensuring accurate, competitive, and timely completion of all estimating tasks and projects. This position requires a highly skilled and motivated individual with experience in creating and monitoring construction estimates across a variety of project types and delivery methods. This includes lump sum, construction management, and design build with the ability to lead a team in the preparation of estimates for major projects (up to \$100,000,000+). This position will be in our Winnipeg, MB office.

CORE RESPONSIBILITIES & DUTIES:

- **Team Management:** Lead, mentor, and develop a team of estimators, ensuring they have the necessary tools, training, and resources to succeed.
- **Project Estimation:** Lead, oversee and assist in the preparation of detailed quantity calculations and cost estimates for projects, including labor, materials, equipment, subcontractor and time (general conditions) requirements.
- **Bid Management:** Coordinate the bid process, ensuring all estimates are prepared, reviewed, and submitted on time and in accordance with client requirements.
- **Strategy:** Analyze strategies, advantages, or innovations for the projects that will help Sigfusson Northern win bids.
- **Cost Analysis:** Analyze historical data, market trends, and pricing to improve the accuracy of estimates and competitiveness of bids.
- **Collaboration:** Work closely with project managers, engineers, architects, and clients to ensure all relevant information is considered during the estimation process.
- **Risk Assessment:** Identify potential risks in project bids and work with relevant departments to mitigate these risks.

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- **Process Improvement:** Continuously evaluate and improve estimation processes, tools, and methodologies to enhance efficiency and accuracy.
- **Interaction:** Develop, manage, and maintain new and existing clients, consultant, and trade relationships.
- **Participate:** in site visits and business development for new and existing clients to help grow the business and expand our service offerings.
- **Handover:** Lead the transition of estimating documents, budgets, and contracts to the Operations project execution teams.

EDUCATION, EXPERIENCE & SKILLS:

- Minimum 5+ years of experience in management or lead estimation role with a focus on building and infrastructure construction projects is required.
- Bachelor's degree in civil engineering, Engineering Technology Diploma, Construction Management Diploma or a Construction related Degree or Diploma is considered an asset.
- Experience working in the field on construction projects will be considered an asset.
- A passion for motivating and effectively leading a team where collaboration and mentorship are the keys to success.
- Knowledge and understanding of different construction methods, planning, scheduling, sequencing, and timelines.
- Resourceful and self-motivated with strong organizational skills and ability to multitask.
- Strong ability to develop and maintain productive working relationships with owners, peers and industry representatives, and leverage the industry relationships for a competitive advantage.
- Demonstrate confidence and clarity in finalizing deals, managing expectations, and maintaining strong relationships with all parties involved.
- Knowledge of Primavera P6 and/or MS Project is required.
- Experience working in Bluebeam, CAD, and/or digitized takeoff software will be considered an asset
- Excellent verbal and written communication skills to effectively collaborate with team members, subcontractors, and clients.
- Flexibility and adaptability to work in a fast-paced and dynamic environment, with the ability to adjust priorities and strategies as needed to meet changing project requirements and deadlines.
- Must hold a valid driver's license

If you are interested in this opportunity and meet the requirements for the role, please click **Apply** and send your resume directly to **Sherri Bowles**.

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