

CAREER OPPORTUNITY

Tendering & Estimating Lead

General

Formal Position:	Tendering & Estimating Lead
Department:	Sales
Reports to:	Sales Director
Region:	Edmonton, Alberta
Employment Form:	Full-time
Education Level:	College or University
Contract Form:	Full Time
Job Type:	Experienced

Job Description

Mammoet is looking for a task-oriented and enthusiastic individual to join our Sales team in the Edmonton region. This role will be responsible for overseeing the creation of estimate packages, as well as formulating execution strategies, project estimations, technical risk mitigation plans, and bid preparation, all in alignment with internal bidding protocols. This ensures that the company receives well-considered, comprehensive proposals that meet both customer expectations and internal bidding standards, all within the established timelines.

Responsibilities (including but not limited to)

- Conduct all business in a professional, respectful manner
- Ensure the quotations prepared are in line with the global tendering guidelines
- Ensure quotations prepared meet the contract management standard or escalate in case of deviation
- Consult operations/engineering to ensure proposals are operationally feasible with execution methods confirmed by engineering
- Contribute to and implement Tendering/Estimating policy and determine execution strategies in line with the sales strategy and requests from management
- Attract, manage, coach, appraise and develop team
- Develop, manage, and ensure realization of year plan/budget for the department and acquire approvals in line with relevant policies and procedures
- Manage, contribute, and ensure overall quality of estimating activities and expertise for Sales and/or Operations in line with customer requirements and internal business standards
- Manage, assess, and monitor relevant processes, procedures, structures, products, and services from a technical and risk management point of view and continuously monitor and advise on optimization of processes and services
- Provide insights regarding quantitative and qualitative developments by means of periodical and ad-hoc reports and analyses
- Manage, coordinate and or improve administrative activities and systems
- Manage, coordinate and coach 8-10 direct reports

Education & Experience

- Bachelor's degree or equivalent continued education in Sales and Tendering
- 5 years' work experience
- Heavy Lift/Crane/Transport technical understanding highly desired
- Industrial or Pre-Construction Management experience in similar industry
- Relevant industry knowledge and working relationships with existing OEMs and construction/maintenance providers an asset
- Professional level experience in sales systems

Competencies of a Successful Candidate:

- Deciding and Initiating Action
- Leading and Supervising
- Analysing
- Relating and Networking
- Planning and Organizing
- Delivering Results and Meeting Customer Expectations
- Adapting and Responding to Change
- Coping with Pressure and Setbacks
- Supporting internal/external customers

About our Company

Mammoet helps clients improve construction efficiency and optimize the uptime of plants and installations. For that purpose, we provide solutions for lifting, transporting, installing, and decommissioning large and heavy structures.

We provide the following services:

- Engineered lifting and transportation services
- Lifting, transportation, and installation of modular constructions
- Factory-to-foundation projects
- Plant turnaround logistics
- Decommissioning of onshore and offshore installations
- Trading in new and used equipment worldwide

About our region

This will be a full-time position operating out of our Edmonton, AB location on a full-time basis.

Benefits

Salary will be commensurate based upon education and experience. Mammoet offers competitive wages, health benefits and RRSP contributions. In addition to this, we offer an engaging environment in which a variety of career development and growth opportunities exist to our employees both locally and internationally. Mammoet is an existing benefactor for variety of local and national charity organizations and also provides support for our own employees' extracurricular activities.

Mammoet is dedicated to building a workforce that reflects diversity. Mammoet encourages applications from all qualified individuals. We thank all applicants for their interest in Mammoet, however we will only contact those selected for an interview. Applicants who require accommodation due to disability during the selection process should notify human resources when contacted for an interview.