



Estimating Manager

Reports to: VP Commercial

Department: Commercial

Salary Grade Code: G40

Division: Midstate Machine – Maine

Accountability

This position contributes to the continued growth and profitability of the company by providing proposals that create strategic and profitable opportunities for MSMP. The Estimating Manager position is responsible for all estimating and pricing activities and management of the Estimating Department. This position develops and facilitates communications internally between business development and externally with the customer regarding RFQ opportunities.

Organizational Relationship

The position of Estimating Manager reports directly to the VP of Commercial. The incumbent provides advice and service in the area of market conditions, current and future cost estimates, competitor information and capital requirements.

Principal Accountability

- To maximize profitable sales through strategically estimating for all Mid-State facilities, and helps Business Development to establish a healthy backlog of orders for the manufacturing department.
- Facilitate Bid/No Bid Decisions.
- Conduct Gate Reviews when appropriate per the delegation of authority to obtain approval for large quotes or capital expenditures.
- To ensure that customer needs are met expeditiously and all reasonable efforts made in assuring customer satisfaction.
- To ensure that MSMP knows its cost structure as it relates to the competition in the marketplace.

Principal Challenges and Decision Authority

- Maintains close personal contact with assigned customers so as to be aware of current and future opportunities.



- Assists Project Leaders, manages cost Estimators and does estimating in preparing price quotations and bids for obtaining sales orders.
- Develops and submits proposals to customers with the support of Business Development.
- Ensures that issues, real or perceived, that are brought to them by their specific customers are being adequately addressed and satisfactorily resolved to the customer.
- Maintains awareness of the market place and MSMP's competitive position within that market.
- Assists in preparing forecast by getting all the latest information from existing customers relative to their business plan.
- Maintains a professional and personable relationship with leadership, peers, subordinates and customers, being responsive to their needs, as well as those of the company.
- Performs other duties or functions as requested by the VP of Commercial.

Education and Core Attributes

- Engineering Degree or Equivalent Experience
- High level of commercial acumen, with in depth knowledge of bid compilation, estimating procedures and standard cost modelling. Demonstrated strength in numerical and financial analysis.
- Extensive knowledge of the aerospace and manufacturing industries. In depth knowledge of various elements including raw materials, associated manufacturing processes for machining, metallic details and assemblies, resources and productivity.
- Understanding of NPI Project management.
- Experience in an estimating / business development discipline.
- Attention to detail and accurate in costing
- Self-starter, with creative and “can do” attitude.
- Proficient use of all Microsoft packages.
- Proficient use of quotation tools.
- Ability to deal directly with customers and suppliers.
- Knowledge of lean manufacturing techniques and other modern manufacturing methods.