



# Sun Country BUILDERS®

**Established multi-family General Contractor with a strong and stable client list is seeking an estimating and preconstruction department lead for its North San Diego County office.**

*Are you exhausted and frustrated by unrealistic bidding deadlines and by pricing projects with an unknown likelihood of actually winning them? Are you service- and quality-driven? Would you enjoy having a professional relationship with clients rather than being treated as just another disposable commodity? Would you enjoy working with a team that is stable, professional, and that has a family-oriented culture? Are you seeking a workplace you actually look forward to on Monday mornings?*

Sun Country Builders has specialized in the construction of affordable multi-family housing since 1983. Sun Country works closely with long-term, repeat clients from the project concept stage through plan development and construction, and the great majority of its project contracts are negotiated rather than competitive. When Sun Country competes for projects, the effort is strategic, focused, and offers a high probability of success.

Collaboration during the development process gives the Sun Country estimating and preconstruction team the opportunity to work toward the client's goals. Our client's success is synonymous with our own success. Relationships are aligned, amicable, and mutually respectful. Certainly, there are challenges along the way, but our contribution is both valuable and valued.

The pre-construction and estimating lead will:

- Provide estimates at predetermined stages of plan development, including early preliminary budgets and final estimates which will be sharpened and refined and then used to determine the project contract values.
- Meet with clients on a regular basis to collaborate in the development of projects from the schematic design phase through construction documents.
- Leverage the estimating staff by identifying and using the various team members' unique abilities.
- Build trusted relationships with our clients via the project development process.

***The right person for the position will have the opportunity to grow into a position of trust and influence in the company, and the opportunity to be self-determined and self-managed.***

### **Characteristics needed for this position**

- Accuracy - Estimates must be accurate, and based both on reliable data and on the estimator's experience and insight.
- Timeliness - Bid due dates are met and information is fed to others in a timely manner. Sun Country does not work in a setting of emergencies and fire drills.
- Quick recognition of estimating anomalies, employing critical thinking skills.
- A high level of organization, and consistency and predictability in how an estimate is developed and then handed off for construction.
- Adherence to consistent processes, and constant thought and input on how to continually improve those processes.
- A genuinely collaborative approach to the preconstruction effort, proactively guarding the client's interests and building the client's trust.
- Proactive leadership skills evidenced by the development of the estimating team's abilities and the desire of that team to follow the lead offered by this position.
- Excellent written and communication skills
- Culture fit – SCB has a culture which works, and which is protected passionately.
- A commitment to delivering value and predictability to clients who count on Sun Country's services.
- The ability to evaluate subcontractor proposals for accuracy and consistency with plans and specifications.
- The ability to prepare a comprehensive proposal of services containing inclusions, exclusions, clarifications and alternates.
- The ability to communicate with subs and vendors to establish relationships and to solicit pricing which is accurate and beneficial to the estimating effort.

### **Core Traits/Competencies:**

- Strong organizational, interpersonal, time management and math skills.
- Proven analytical and interpretative skills in preparing comprehensive, accurate and strategic bids and estimate.
- Accurate and detail oriented.
- Able to handle a variety of tasks in a fast-paced environment
- Professional and courteous demeanor.
- Strong Word, Excel, electronic takeoff, and general computer skills.
- Goal-oriented, self-starter, well organized and able to establish priorities and deadlines.
- Team player with the ability to get along and respect others.

**Miscellaneous requirements**

- Ability to participate in site walks on rough ground, climbing stairs, bending, kneeling.
- Authorization to work in the United States.
- Valid driver's license.

Come explore the possibilities waiting for you at Sun Country Builders!

- Please send your resume to Cindy McAvoy, [cmcavoy@suncountrybuilders.net](mailto:cmcavoy@suncountrybuilders.net),
- Call with questions, 760-630-8042 x302