

## Estimator

### Cairo, Egypt

As an Estimator with lighting design responsibilities, you will contribute to lighting layouts and in preparing lighting proposals. While advanced design skills are not required, the role involves developing visually and technically appropriate lighting solutions that align with client needs and project specifications.

#### Key Responsibilities:

- Review project specifications, plans, and drawings to understand project requirements thoroughly.
- Prepare detailed cost estimates for lighting projects, including materials, subcontractors, and other associated costs.
- Prepare lighting designs and layouts using tools such as Dialux, Relux, or AutoCAD (basic level)
- Ensure proposed lighting solutions meet project requirements.
- Develop comprehensive and competitive bid proposals in response to client requests, ensuring they align with project specifications.
- Work with suppliers and vendors to obtain accurate pricing for lighting products and materials.
- Identify opportunities for cost savings and value engineering without compromising quality or performance.
- Maintain well-organized records of project estimates, bid proposals, lighting layouts, and relevant correspondence.
- Communicate with clients to clarify project details, address technical questions, and provide additional documentation as needed.
- Monitor and analyze market trends, competitor pricing, and bidding strategies to remain competitive.
- Negotiate favorable terms and maintain strong vendor relationships.
- Ensure compliance with relevant laws, company policies, and industry standards.
- Assess, monitor, manage, and escalate potential risks within your area of responsibility.
- Support continuous improvement by seeking more efficient and effective ways of working aligned with strategic goals.
- Demonstrate flexibility and a willingness to embrace new challenges and additional responsibilities as needed.

#### Qualifications:

- Bachelor's degree in engineering, architecture, or related field, or equivalent practical experience.
- 3+ years of experience as an estimator in the lighting industry.
- Familiarity with lighting design software (e.g., Dialux, Relux, AutoCAD)
- Knowledge of lighting systems, products, and photometric principles.
- Proficiency in estimation tools and software.
- Excellent analytical, numerical, and problem-solving skills.

- Effective communication and interpersonal abilities.
- Strong attention to detail and commitment to accuracy.
- Adaptability and readiness to take on cross-functional tasks involving both estimation and design.