

Job Description

Job Title:	Estimator / Tendering Engineer
Reporting To:	Managing Director
Department:	Sales
Salary:	Competitive

About us

Since its inception in 2014, AM Electrics has moved from strength to strength. At AME, we're proud to deliver high-quality electrical services across domestic, commercial, and industrial sectors. With decades of experience and a strong commitment to safety, innovation, and customer satisfaction, our expert team handles everything from full-scale installations and maintenance to bespoke electrical design. From your first consultation to final commissioning, we bring reliability, professionalism, and technical excellence to every project. Our work speaks for itself and our clients trust us to keep their operations running smoothly and safely.

The Role

As an Estimator/Tendering Engineer, you will prepare competitive tender submissions, build and maintain strong client relationships, and help convert potential opportunities into successful projects. This role offers the chance to combine technical understanding with commercial acumen—ideal for someone who enjoys client interaction as much as delivering accurate, high-quality proposals.

Key Responsibilities:

- Prepare and submit robust, commercially accurate tenders for EV, PV and Electrical projects
- Provide technical input and advice to clients, both remotely and face-to-face
- Work closely with senior team members to meet sales targets
- Prioritise and manage tender workloads to ensure timely, compliant submissions
- Manage risk during bid preparation and ensure alignment with company processes
- Maintain tender and handover documentation in line with the Business Management System
- Support the seamless transition of successful bids to the delivery team
- Maintain professional development and contribute to overall sales goals

Experience & Qualities

Essential:

- Experience in a fast-paced utility, construction, or engineering sales environment
- Proven track record of meeting sales targets
- Understanding of tendering for Electrical, PV, EV projects
- NVQ Level 3 (or equivalent) in technical sales, engineering, construction, or management
- Knowledge of CDM 2015 and design development principles
- AutoCAD competence and proficiency in Microsoft Word, Excel, PowerPoint, and Project

- Strong organisational, time management, and relationship management skills
- CSCS/ECS card and First Aid at Work certification

Desirable

- MIET or working towards
- Experience in technical construction sales and estimating
- Knowledge of Trimble or similar design software
- Project management experience or qualification
- Relevant degree or equivalent experience

Perks & Commitments:

- Full-time, Permanent role
- Career progression & CPD opportunities
- Monday – Friday 8:00 am – 4:30 pm (40 hours per week)
- 20 days holiday + bank holidays as standard + extra day for your birthday
- 3% employer pension contribution