

NOVEMBER 2024

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# CANDIDATE BRIEF

# ESTIMATOR

LRL Roofing Solutions  
6th Floor, 2 City Approach  
Albert St  
Eccles  
Manchester  
M30 0BL



# About



**LRL Roofing Solutions** (Liquid Roofing Ltd) was established in 2005 by CEO, Robert Lomax.

Our Managing Director, Robert Richmond leads the Senior Management Team. With Rob at the helm the Company has enjoyed controlled growth achieving sales of £11m in 2023 and we have plans to continue our growth to £20m over the next five years.

We are proud to be a principle led business, embracing our core values of **Safety**, **Quality**, and **Value** delivered with **Integrity** in all that we do.

The business initially focused on delivering cold applied liquid waterproofing solutions. Since inception, we have grown the portfolio of services that we deliver, enabling us to offer our clients a comprehensive suite of flat roofing solutions.

Operating from head offices in Manchester, LRL services clients UK-wide with an emphasis on the M62 corridor.

Existing clients include The University of Manchester, Kier, Sports Direct (House of Fraser Group), Morgan Sindall, BAM and BAE, whilst we also operate strongly within the public sector.



# Why LRL?

***“To improve the quality of life for our team, whilst having a positive impact on the communities in which we work.”***



**BY CEO, ROBERT LOMAX**

When I set up LRL Roofing Solutions in 2005, the focus of the business was to make a profit. As the business has matured, I have come to realise that making money, while a necessity, isn't what drives me.

In 2014, after watching a great TED talk by Simon Sinek, titled '*How Great Leaders Inspire Action*', I set about thinking what was the '*Why*' at the centre of LRL Roofing Solutions.

After much thought and exposure to a great learning experience with Goldman Sachs at Manchester Metropolitan University, I realised that what I enjoyed was seeing the people in my organisation grow and succeed (often beyond their own expectations). I also have a strong desire to make a positive impact in the areas that we work, beyond waterproofing their roofs.

# Personal Journeys



**Dear Prospective Team Member,**

I embarked on my professional journey with LRL in 2013, initially as a liquid roofing operative. I had previous experience with various contractors using both liquids and traditional bitumen systems. In the early days of my tenure at LRL, I discovered a profound alignment between the company and myself in terms of our passion for roofing, a pursuit of success, and an ambition to lead the industry. These synergies provided me with the ideal environment for personal and professional success.

I found LRL were receptive to new ideas and embraced innovation. With a head full of ideas, I was encouraged to introduce new technology and processes, within the various positions I have held.

This transformative approach significantly altered the trajectory and scale of the organisation. Together, we transitioned from being a specialist liquid installer into a multi disciplined and leading roofing contractor with a nationwide presence.

As a values driven roofing contractor, LRL prioritises **Safety**, **Quality**, and **Value**, all underpinned by a commitment to **Integrity**. This commitment has cultivated a culture of which both office and site staff can be genuinely proud, recognising themselves as integral members of a special and cohesive team.

In the quest for a new professional home, you should exercise discernment, selecting a company that values active listening, genuine care, and a commitment to its people. Choose an organisation that exudes passion, ambition, and a values driven ethos with empathy at its core. A company that puts its employees first.

Above all, choose a company that not only offers financial advancement but also enhances your overall quality of life. A company that provides opportunities for personal and professional growth, allowing individuals to soar to new heights.

Reflecting on my personal journey from a site based role to the position of Managing Director, I can wholeheartedly attest to the veracity of the sentiments expressed above. My journey underscores the limitless possibilities that abound with the right attitude and unwavering commitment can lead to great things.

We have big plans for the future and need great people to make it happen. I encourage you to consider LRL as your potential professional home, where the sky truly is the limit.

Warm regards,

**ROBERT RICHMOND**  
**Managing Director**

# THE ROLE

Estimators are essential to the success of LRL, playing a pivotal role in project planning and delivery. The position involves thoroughly analysing enquiry documentation, including client requirements, scope of works, bills of quantities, specifications, and drawings. For refurbishment projects, site visits are required to gather dimensional and quantitative information, assess site conditions, and evaluate logistics.

After defining the project scope, the estimator must accurately determine the required materials, equipment, labour, and access needed to deliver the project in line with the enquiry documents. Once estimates are finalised, an adjudication process will take place before submitting all relevant documentation to the client.

Upon securing a project, you will oversee its handover to the Contracts Department, ensuring they are fully equipped with the necessary information to deliver the project efficiently, profitably, and in alignment with client expectations.

This role is ideal for an organised, proactive individual seeking a varied workload and eager to take the next step in their career.

**ESTIMATOR**





# ROLE SUMMARY



**TITLE:** Estimator

**REPORTING TO:** Senior Estimator

**DIRECT REPORTS:** 0

**LOCATION:** Eccles, Greater Manchester

**PROPOSED START:** ASAP

**HOURS:** Mon-Fri, 8:00 - 17:00 (1 hour lunch)

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# Duties



- Review all enquiry documentation, drawings, Bill of Quantity and specifications to understand the scope and requirements of each project.
- Visit site to collect/corroborate dimensional and quantitative information. Establish the layout and logistics required to complete the project.
- Perform take offs from drawings to determine the dimensions and quantities involved in the project ( taking into consideration factors such as waste, transportation, and storage).
- Determine the cost of materials, labour, plant, access and any other costs required to complete the project inline with the enquiry documentation.
- Identify works that require subcontractor input. Obtain quotes and negotiate prices with subcontractors for the services required for the project.
- Maintain and update a database of costs for materials, labour, and equipment to ensure accurate and up to date estimates.
- Collaborate with Commercial & Contracts Manager's to develop project targets based on estimated costs and provide input on cost saving measures.
- Identify potential risks and uncertainties that may affect project costs and develop strategies to mitigate them.
- Prepare high quality, accurate and competitive bids for projects, ensuring compliance with tender requirements and deadlines.
- Maintain accurate records of estimates, submissions, and other project related documentation.
- Following delivery of projects attend and contribute to reflection meetings with stakeholders to establish how we can improve estimates



# Profile



## YOU ARE/MUST HAVE:

- Thorough understanding of construction methods, materials, and processes involved in flat roofing. Knowledge of building regulations, industry standards, and best practices is essential.
- Ability to use estimating software/spreadsheets to accurately calculate costs and produce estimates.
- Ability to negotiate prices with suppliers and subcontractors to obtain competitive bids and achieve cost savings without compromising quality.
- Thoroughness in reviewing enquiry documents, drawings, and specifications when producing an estimate.
- Identifying potential issues and opportunities.
- Strong IT skills, including Microsoft Office package
- Honest and demonstrate integrity
- Excellent punctuality
- Self-motivated, organised and can manage own time
- Decision making and problem solving skills
- Strong interpersonal skills – including the ability to build and develop relationships
- Strong maths mathematical skills – calculate quantities, areas and volumes, manipulate numbers, and analyse costs accurately
- Knowledge of building and construction/commercial awareness
- Understanding of relevant construction developments



# PACKAGE



- Competitive salary and staff bonus scheme
- Birthday and long service award scheme
- Company pension
- 22 days holiday increasing to 25 with length of service
- Training & development
- Staff events
- Early finish on Fridays

# PROCESS

Candidates are to submit their CV with a short email to [hr@lrl.ltd](mailto:hr@lrl.ltd) describing why they are a great fit for this position.

Closing date: Friday 31st January 2025, 12:00.

First relatively informal interview to explore the opportunity and get to know each other, followed by:

- Shortlist
- Second formal interview
- Third and final interview

*Any offer is subject to references. LRL Roofing Solutions is an equal opportunity employer and welcomes applicants from all backgrounds.*

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INVESTORS  
IN PEOPLE®

The Equality Register

Member



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