

Job title: Estimator

Term: Full time/ permanent

Location: Homebased with expected travel to office, when required

Salary: £50,000 - £80,000 per annum (DOE)

Company Overview

At amphos, we provide expert consulting, construction, and electrical infrastructure services to support businesses in transitioning to electric fleets and broader electrification projects. Whether at the early planning stage or ready for delivery, we offer the expertise and execution needed to make electrification a success.

Through amphos ICP, we deliver end-to-end electrical infrastructure and grid connection solutions for complex power projects. Operating as an Independent Connection Provider (ICP), our specialist team of electrical engineers, designers, project managers, and commissioning experts manages projects nationwide from our offices in Derby and Dumbarton.

By offering turnkey solutions from initial grid applications through to commissioning and energisation we support a wide range of sectors including renewables, residential, eMobility, and industrial and commercial markets.

Together, our integrated approach ensures reliable, efficient grid connections and infrastructure delivery, helping drive the UK's transition to electrification.

The Role

This role is responsible for producing accurate, compliant, and commercially aligned estimates for ICP projects ranging from LV connections to 132kV networks.

You will analyse client specifications, design information, DNO/IDNO requirements, and procurement data to develop robust costings and proposals that support the business in securing work at the right margin and risk level.

Working closely with engineering, design, operations, procurement, and the Estimating Lead, you will ensure that all tenders are technically sound, competitively priced, programme-aware, and aligned with NERS, G81, and relevant DNO/IDNO standards.

This is a key role in shaping the quality and conversion success of bids within the business.

Key Responsibilities**Estimating & Cost Development**

- Produce accurate, compliant estimates for ICP projects across LV and HV connections.
- Build cost models for residential, I&C, renewable generation (solar, BESS, wind), and eMobility projects.
- Interpret G81 design and construction standards and ensure all tendered solutions comply with the relevant DNO and IDNO technical requirements.
- Analyse DNO Point of Connection (POC) offers, connection agreements, and reinforcement details to identify contestable scope.
- Develop detailed Bill of Materials covering civils, cable installation, jointing, switchgear, transformers, earthing, and testing/commissioning.
- Create robust cost build-ups using labour norms, supplier quotations, subcontractor rates, and historical benchmarking.
- Identify value-engineering options and alternative technical solutions that reduce cost while maintaining compliance.

Tender Preparation & Technical Submission Support

- Prepare complete tender submissions including pricing schedules, clarifications, assumptions, risks, and exclusions.

- Support the drafting of technical narratives for tenders across all sectors:
 - Residential networks (LV/HV backbone, substations)
 - Renewables (33kV solar/BESS/wind connections)
 - Industrial & Commercial new connections
 - High-power eMobility and fleet depots
- Ensure each tender reflects compliant DNO/IDNO G81 design principles, correct construction methodology, and realistic programme durations.
- Lead tender review meetings with the Estimating Lead, ensuring all risks, opportunities, and commercial sensitivities are understood.
- Participate in tender Q&A processes, coordinating with design and engineering teams for technical responses.

Supplier, OEM & Subcontractor Engagement

- Source and evaluate quotations from HV/LV civil contractors, cable installers, jointers, switchgear and transformer OEMs, metering providers, and specialist subcontractors.
- Ensure all subcontractor and OEM returns align with the specific DNO/IDNO standard specifications issued for each tender.
- Maintain accurate cost libraries and regularly benchmark pricing to ensure competitiveness.
- Build strong working relationships across the supply chain to support pricing accuracy and programme feasibility.

Technical & Regulatory Compliance

- Ensure all costings align to G81 standards, relevant DNO/IDNO engineering specifications, and NERS-accredited methodologies.
- Understand and correctly price contestable vs non-contestable scope in line with DNO rules.
- Interpret circuit diagrams, protection layouts, substation drawings, cable routing, ducting, and earthing requirements.
- Incorporate CDM implications into estimating (temporary works, HV safety, access constraints, PPE, permits, etc.).
- Validate design inputs to ensure estimates reflect correct cable ratings, load assessments, plant specifications, and site conditions.

Commercial Governance & Tender Handover

- Identify commercial and delivery risks early, highlighting items requiring client clarification or design verification.
- Prepare internal tender handover packs, ensuring operations have a clear understanding of scope, assumptions, and constraints.
- Support post-tender review and negotiation with clients where required.
- Track tender performance metrics (win/loss analysis, cost accuracy, margin performance) and support continuous improvement.
- Ensure strict adherence to internal governance for tender approval thresholds and sign-off processes.

Stakeholder Collaboration

- Work collaboratively with design engineers, operations teams, procurement, HSQE, and the commercial function.
- Participate in site visits with project managers, clients, DNOs/IDNOs, and subcontractors to validate estimating assumptions.
- Support client engagement meetings to present tender breakdowns, technical clarifications, or VE proposals.
- Communicate effectively with external stakeholders including IDNOs, DNO technical teams, clients, OEMs, and suppliers throughout the tender lifecycle.

Skills & Experience Required

Essential

- Experience estimating ICP, utilities, HV/LV electrical, EV infrastructure, or similar engineering projects.
- Strong understanding of contestable works, DNO/IDNO standards, and G81 documentation.
- Ability to interpret electrical schematics, layouts, and civil drawings.
- Good commercial acumen with the ability to identify risks, opportunities, and scope gaps.
- Strong Excel and estimating software skills (e.g., in-house tools, cost libraries, CANDY, etc.).
- Ability to work across multiple tenders simultaneously under time pressure.
- Excellent communication and stakeholder engagement skills.
- Strong organisational skills with attention to detail.

Desirable

- Experience working within a NERS-accredited ICP environment.
- Knowledge of HV protection, switchgear, earthing, and cable rating methodologies.
- Understanding of CDM and construction methodologies.
- Experience with IDNO competition in connections process.
- HNC/HND or degree in Electrical Engineering, Construction, or related discipline.

Core Benefits

- Competitive starting salary
- Annual bonus scheme
- Opportunities for professional development and role progression
- 25 days annual leave plus Bank Holidays
- The chance to join a fast-growing, forward-thinking ICP with a strong pipeline of work and investment in its people