



ALABAMA
FLORIDA
GEORGIA
N. CAROLINA
TENNESSEE

White Electrical is a leader in the electrical construction industry in the Southeast. For over 100 years, White Electrical has taken pride in keeping pace with the latest advancements in technology, honoring our values by bringing a dedication to safety and integrity to every job. White Electrical is 100% employee-owned. Our employee owners are our most valuable resource; they are center stage in our growing and dynamic company. Our core values established for the decisions we make are as follows:

Safety: We believe a safe workplace is our moral obligation. We protect people.

Integrity: We operate with honor in all circumstances. We do the right thing.

Ownership: We are dependable and take personal responsibility. We see things through.

Teamwork: We are dedicated to the success of the team. We value each other.

Senior Estimator

Reports to: Chief Estimator

Under general direction the Senior Estimator leads the estimating process for complex and high-value electrical construction projects across multiple market sectors. This role is responsible for evaluating bid opportunities, performing detailed takeoffs, developing comprehensive estimates, coordinating vendor and subcontractor pricing, and supporting successful project turnover to project management teams.

The Senior Estimator plays a strategic role in business development, mentoring estimating staff, and ensuring estimates reflect accurate scope, labor productivity, union labor agreements, schedules, and contract requirements. This position works closely with executive leadership, operations, project management, and business development to support the company's growth strategy while upholding safety and quality.

General Responsibilities:

- Preserve the integrity of 115+ years of serving the interests of our customers and shareholders and enhancing the professional reputation of the Company
- Foster a superior customer service attitude across all employees and sites.
- Support and help drive utilization of various Company initiatives and technologies.
- Embrace and encourage usage of company support resources
- Coordinate efforts with multiple branches, Directors, Branch Managers, and 1910 Legacy team members to implement plans and policies to achieve overall objectives and ensure operating results

A Safe Workplace is our Moral Obligation

– Since 1910 • 400 Interstate North Parkway, Suite 750 • Atlanta, GA 30339 • P: 678.831.8500 • www.white-electrical.com

- Understand, embrace, and embody the Company culture of training, supporting, and developing employees to reach their highest potential.

Specific Roles and Responsibilities:

Estimating Leadership:

- Lead the preparation of detailed electrical estimates for projects of varying size, scope and complexity
- Evaluate bid opportunities and provide input on project risk, labor requirements, schedules, and overall feasibility
- Review plans, specifications, addenda, and contract documents to ensure complete and accurate scope coverage
- Establish estimating strategies and approaches aligned with company objectives and market conditions
- Maintain estimating standards, best practices, and consistency across projects

Estimate Development & Execution

- Perform detailed material and labor takeoffs using Accubid and related estimating tool
- Maintain and update estimating databases, including labor units, labor rates, tax rates, and regional adjustments.
- Solicit, review, and validate vendor and equipment pricing to ensure scope alignment and competitiveness
- Develop clear scopes of work, clarifications, and assumptions for each estimate
- Collaborate with management to finalize pricing, markups and bid strategies.
- Submit completed estimates and required bid documentation to clients

Union & Labor Awareness

- Incorporate applicable collective bargaining agreements (IBEW/NECA), wage rates, work rules, and jurisdictional requirements into estimates
- Understand labor productivity considerations unique to union electrical work
- Support compliance with federal, state, and local labor regulations.

Project Handoff & Support

- Conduct thorough estimate turnover meetings with project management upon project award
 - Support project teams with budget clarification, value engineering options, and change order pricing
 - Assist with preconstruction planning, schedules, and constructability reviews as needed
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Collaboration & Mentorship

- Coach and mentor junior estimators and team members involved in estimating activities
- Assist with branches with estimating support when required
- Work collaboratively with Business Development, Project Management, and Operations teams
- Participate in client meetings, jobsite walks, and pre-bid walkthroughs as necessary

Qualifications:

- Proven experience (minimum 7-10 years) in construction and/or project management within the industrial electrical contracting industry.
- Extensive proficiency with Accubid (preferred), Microsoft Excel and Microsoft Word
- Strong knowledge of industrial electrical systems, construction means and methods, and industry standards
- Demonstrated experience estimating large, complex, or multi-phase electrical projects
- Strong understanding of project schedules, sequencing, and coordination with other trades
- Proficiency in construction software, project management tools, and industry-specific software (e.g., Accubid, Primavera, ViewPoint, Bluebeam,)
- Familiarity with relevant building codes, regulations, and safety standards
- Experience estimating work across multiple states and/or jurisdictions
- Prior mentoring or supervisory experience within an estimating team
- Familiarity with negotiated work, design-build, design-assist, and hard-bid projects
- Detail-oriented with a focus on delivering high-quality work.
- Ability to provide timely, reliable, efficient, and courteous communication to internal and external clients
- Bachelor's degree in Engineering, Construction Management, or a related field, relevant industry experience and training, or an equivalent combination of experience and education.

Work Environment:

- Office based with periodic jobsite visits
 - May require occasional travel for pre-bid meetings, jobsite walks or branch support
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