



## Commercial Construction Estimator / Preconstruction Lead

**Location:** Rochester, NY

**Company:** Nichols Construction Team

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### About Us:

For more than 42 years, Nichols Construction Team has been delivering high-quality commercial construction solutions throughout Rochester and the surrounding region. Built on a foundation of integrity, trust, craftsmanship, and long-term relationships, we have earned a reputation for delivering projects that help our clients achieve their goals while building stronger communities.

While our history reflects decades of experience and stability, our focus remains firmly on the future.

As we continue to evolve, expand our capabilities, and pursue new opportunities, we are making strategic investments in our people, processes, and preconstruction services. We are looking for an experienced estimating professional who wants to play a meaningful role in helping shape that future.

### OPPORTUNITY TO HELP SHAPE THE FUTURE

This is a newly created position within Nichols Construction Team and represents a unique opportunity to join an established organization that is actively investing in its next phase of growth.

We are not simply looking to fill an estimating position. We are seeking a construction professional who wants to make a meaningful impact on how projects are pursued, planned, budgeted, and delivered.

The successful candidate will have the opportunity to:

- Help establish and enhance estimating standards, systems, and best practices
- Influence the continued development of our preconstruction operations
- Work directly with company leadership on project pursuits, business development initiatives, and strategic growth opportunities
- Build strong relationships with Clients, Architects, Engineers, Trade Contractors, and Industry Partners
- Contribute to the future structure and scalability of our estimating function
- Grow professionally through increasing responsibility and leadership opportunities



This role is ideal for someone who enjoys ownership, collaboration, continuous improvement, and helping build something that will have a lasting impact on an organization.

## **POSITION OVERVIEW**

As a Commercial Construction Estimator / Preconstruction Lead, you will play a critical role in both the preconstruction phase of our projects and the continued growth of Nichols Construction Team.

Working closely with Ownership, Project Management, Business Development, Architects, Engineers, Strategic Partners, and Clients, you will help guide projects from early conceptual planning through proposal development and project turnover.

As a company with more than four decades of experience, Nichols Construction Team views estimating as far more than a numbers exercise. It is a critical component of project planning, collaboration, risk management, and delivering value to our clients.

## **PRIMARY RESPONSIBILITIES**

- Design-Build budgeting and cost planning
- Order of Magnitude estimates
- Conceptual budgeting and feasibility studies
- Schematic Design and Design Development estimating
- Guaranteed Maximum Price (GMP) development
- Value engineering and cost optimization
- Competitive bid preparation and submission
- Quantity takeoffs and scope analysis
- Subcontractor solicitation and bid evaluation
- Small project proposal development

## **KEY RESPONSIBILITIES**

### **Preconstruction & Estimating**

- Evaluate project risks, assumptions, and opportunities.
- Prepare accurate and comprehensive estimates utilizing drawings, specifications, historical cost data, subcontractor pricing, and market conditions.
- Develop conceptual budgets during early project planning phases.
- Perform quantity takeoffs, constructability reviews, and scope analysis.
- Assist Project Teams in identifying value engineering opportunities that align budget, schedule, and project goals.



## **Business Development & Project Pursuit Support**

- Collaborate with ownership and business development personnel to identify and pursue project opportunities.
- Support proposal development, interviews, presentations, and project pursuit strategies.
- Participate in project qualification reviews and bid strategy discussions.
- Assist in strengthening relationships with Clients, Architects, Engineers, and Industry Partners.
- Engage in Meaningful Networking

## **Process Improvement & Leadership**

- Help develop and implement estimating standards, workflows, templates, and best practices.
- Support continuous improvement initiatives focused on efficiency, consistency, and accuracy.
- Contribute to the development and maintenance of historical cost information and estimating resources.
- Assist in building scalable preconstruction processes that support future company growth.

## **Collaboration & Relationship Management**

- Work closely with Project Managers to support a seamless transition from preconstruction to construction.
- Build and maintain strong relationships with Trade Contractors, Suppliers, Clients, and Design Professionals.
- Contribute to a culture of Integrity, Accountability, Teamwork, and Responsiveness.

## **QUALIFICATIONS**

- Minimum five (5) years of commercial construction estimating experience preferred.
- Experience with commercial, institutional, industrial, renovation, and/or design-build projects.
- Bachelor's degree in Construction Management, Engineering, Architecture, or a related field preferred.
- Strong understanding of construction means, methods, sequencing, and cost drivers.
- Proficiency with Bluebeam, Microsoft Excel, Microsoft Office Suite, and industry estimating software.
- Ability to read and interpret construction drawings, specifications, and contract documents.
- Strong analytical, organizational, and problem-solving abilities.
- Excellent verbal and written communication skills.
- Ability to manage multiple priorities and deadlines in a collaborative, fast-paced environment.
- Self-motivated with an entrepreneurial mindset and a desire to contribute beyond traditional estimating responsibilities.



## WHAT WE OFFER

At Nichols Construction Team, we believe our people are our greatest asset. We are committed to creating an environment where individuals can grow professionally, contribute meaningfully, and build long-term careers.

### We offer:

- Competitive compensation based on experience and qualifications
- Comprehensive benefits package
- 401(k) plan with company match
- Professional development and continuing education opportunities
- Direct collaboration with company leadership and decision-makers
- Opportunity to influence company growth, strategy, and preconstruction operations
- Entrepreneurial and Team-oriented work environment where initiative is valued
- Meaningful involvement in project pursuits and client relationships
- Long-term career growth and leadership development opportunities
- A culture built on Integrity, Trust, Accountability, Personal Pride, and Teamwork

## HOW TO APPLY

If you are seeking more than just another estimating position - and are interested in helping shape the future of a respected, established, and growing commercial construction company - we encourage you to apply.

This is an opportunity to join a company with a 42-year legacy of success while helping build the next chapter of Nichols Construction Team's growth.

Please submit your resume and cover letter to:

[ric@nicholsteam.com](mailto:ric@nicholsteam.com)

Or apply online at:

[Nichols Construction Team Careers](#)