

POSITION SUMMARY

BYME USA is looking for a highly motivated Interior Finishes Estimator & Lead Generator to join its team. This professional must have proven knowledge of the full cycle estimating process, specifically tile, stone and millwork, and will serve as point of contact for potential leads, clients, mid-size general contractors, and vendors. He/she will have an overall knowledge of the local market and an existing network of key local players.

The ideal candidate, while having working knowledge of finishes estimating, will have good communications skills and able to reach out, within his/her existing network, to potential clients (General Contractors; Small Developers; Luxury Homeowners) to generate business leads.

ABOUT US

Strong of its successful self-performance experience in the Caribbean, Americaribe LLC has recently decided to develop a self-performance entity in Florida, **BYME USA**, specialized in Interior Finishes and Fit out Works such as supply and installation of tile and stone finishes, millworks, doors, etc. BYME USA ambitions to enter the Floridian high-end market by promoting its expertise in highest quality standard and supervision as well as access to its wide international procurement network.

Americaribe LLC is well recognized in the construction industry for its technical and commercial innovation, its cutting-edge engineering skills, and its expertise in developing offices, hotels, airports, hospitals, schools, housing, exhibition centers, leisure facilities, etc. Americaribe is the subsidiary of Bouygues Construction group, a global construction company operating in over sixty (60) countries, and present in every area of the construction value chain. Our major local references are Brickell City Center; ARTE; Port Miami Tunnel; Flamingo; Pier 66 in Fort Lauderdale, among others.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Estimating:

- Conduct initial analysis of drawings and specifications to ensure required documentation is available.
- Develop and review scopes of works, and review, analyze and negotiate vendors quotes for best value.
- Critically analyze the bid documents, understand and present risk and opportunities.
- Provide detailed quantity take off for trades.
- Develop self-performed estimated costs.
- Monitor actual costs vs. estimated costs.
- Build-up associated General Conditions and General Requirements.
- Review prices with the Business Development Team prior to bid submission.
- Attend on-site pre-bid/proposal conferences and site visits.
- Prepare project bid status reports and ensure compliance with all specifications and contract Statements of Work and Bid Invitations.

Sales:

- Generate bidding opportunities using network with key local players and past successful experiences.
- Point of contact for leads, clients, and local vendors.
- Support business development initiatives by participating to client and key local players meetings.
- Support the company's various marketing and public relations initiatives, including participation in community events, to support the company's business development strategy.

SKILLS AND QUALIFICATIONS

- Candidate must have at least ten (10) years performing the duties described above.
- Ideal candidate must have experience as an Estimator/Sales as it relates to interior finishes.

- Expert knowledge of local market players, including mid-size general contractors, fit-out subcontractors and vendors.
- Candidate must have a BS degree in Civil Engineering or related field of studies.
- Candidate must have experience with On Screen take Off and Bluebeam.
- Experience with Revit is welcome.
- Candidate must be able to meet critical deadlines, have the ability to coordinate work with other team members.
- Great people skills, multitasking and attention to detail. Professional and formal presentation when needed.

BYME USA is an Equal Opportunity Employer