

## **Job Description – Engineering Estimator (Mechanical & Electrical | Port Cranes)**

### **Position Overview**

**Job Title:** Engineering Estimator (Mechanical & Electrical | Port Cranes)

**Location:** Dubai

**Employment Type:** Full-time

### **Job Summary:**

We are inviting applications from qualified and experienced candidates for the role of **Engineering Estimator** specializing in **Mechanical and Electrical works for Port Cranes** (including Ship-to-Shore cranes, RTGs, RMGs, and associated structural systems). The ideal candidate will possess strong technical understanding, advanced estimation capability, and hands-on experience preparing detailed commercial proposals for engineering works.

### **Key Responsibilities:**

#### **1. Technical Estimation & Engineering Scope Development**

- Prepare accurate **cost estimations** for mechanical, electrical, structural repair and painting works on port cranes and heavy lifting equipment.
- Analyse OEM manuals, inspection reports, engineering drawings, and site inputs to develop precise BOQs and work scopes.
- Evaluate structural repair requirements, corrosion rectification, painting systems, and mechanical/electrical component replacements.
- Identify all variable cost elements including manpower, equipment, consumables, logistics, and subcontractor inputs.

#### **2. Advanced Excel & Estimation Tools**

- Build and maintain advanced Excel-based estimation models, including custom formulas, automated cost sheets, and margin calculators.
- Develop structured templates for cost build-up, landed cost computation, and multi-currency pricing.
- Maintain version-controlled estimation sheets for audit and traceability.

#### **3. Quotation & Commercial Documentation**

- Prepare detailed technical and commercial quotations with clear scope definition, inclusions/exclusions, assumptions, and TAT commitments.
- Maintain and update a clause library covering commercial, operational, warranty, liability, and compliance clauses.
- Ensure quotations align with internal governance, customer requirements, and industry standards.

#### **4. Process & System Integration**

- Participate in **User Acceptance Testing (UAT)** for Sales-to-Pay / Source-to-Sale software implementations.
- Validate workflows for enquiry logging, quotation generation, approval flows, PO creation, and margin visibility.
- Provide structured feedback to improve system functionality and operational efficiency.

## **5. Coordination & Stakeholder Management**

- Work closely with engineering, procurement, operations, and finance teams to validate cost inputs.
- Coordinate with suppliers and OEMs to obtain competitive quotations and technical clarifications.
- Support sales teams with timely and accurate responses to customer enquiries.

## **6. Required Qualifications & Experience**

- Diploma/Degree in Mechanical Engineering, Electrical Engineering, or related discipline.
- Minimum 5–10 years' experience in estimation for port cranes, heavy lifting equipment, or industrial mechanical/electrical projects.
- Strong understanding of STS cranes, RTGs, RMGs, structural components, drive systems, and electrical control systems.
- Proven capability in advanced Excel, including pivot tables, nested formulas, lookups, macros (preferred).
- Experience preparing detailed engineering quotations and cost sheets.
- Exposure to UAT for ERP/CRM/S2P systems is highly desirable.
- Excellent analytical, documentation, and communication skills.

## **7. Preferred Competencies**

- High accuracy and attention to detail.
- Ability to work under tight timelines and manage multiple enquiries simultaneously.
- Strong commercial awareness and understanding of margin structures.
- Familiarity with port operations, OEM standards, and global supplier networks.