

Job Description

Role: Life Safety Design Estimator
Location: Hybrid – St Albans, Hertfordshire
Salary: £40,000 - £50,000 per annum

About Amthal

Amthal Group is an independently owned group of established businesses who design, install, maintain, and monitor electronic life safety and security systems.


Amthal Fire & Security (AFS) established 2000 operate from St Albans in Hertfordshire with current sales of £5.5m and 65 team members. Integrated Protection Maintenance Services (IPL) established 2005 operate from Coleshill in Birmingham with current sales of £2m and 15 team members. The combined vision of the group is to scale a sustainable and dynamic group of businesses through continuous investment & development in its people.


With ambition to achieve revenue of £12m by 2026 and a mission to be one of the nation's trusted life safety and security technology services partners, through investing in technology and our team to deliver an unrivalled customer experience and ensuring total protection and guaranteed compliance. Committed to achieving operational excellence, through empowering and developing, exceptional talent, to maintain our friendly and supportive environment.


Why we think you would love to work with us


At Amthal, we aim to invest and empower you to continue our mission of being one of the nation's trusted commercial fire and security partners whilst maintaining our friendly and supportive culture.


Join our team where your dedication and integrity will be recognised with opportunity and progression whilst ensuring a healthy work life balance. Our success lies in creating a working environment where every individual is motivated to work together and exceed the expectations of our customers. We value our people and will support you to deliver on all aspects of our business with integrity and dedication.

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Registered office: 1 Executive Park, Hatfield Road,
St Albans, Herts, AL1 4TA

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FIRE & SECURITY

IPL
MAINTENANCE
SERVICES

Team member benefits include;

- 9 day working fortnight
- Continuous professional development
- Wellness & Employee Assistance Programme (EAP)
- YuLife – The #1 rated benefits programme
- Death in service insurance
- Salary sacrifice pension scheme
- Quarterly one-to-one check-ins with your line manager
- 25 days' holiday, plus Bank Holidays, increasing to 35 days (1 day extra per annum to 30 days and a further 5 days after 10 years)
- A company culture that promotes work life balance
- Access to mental health care support
- Team member of the month recognising outstanding contribution
- Annual company day to share successes and strategic plans


About you


You will have a proven track record of supporting sales teams with the provision of detailed designs, technical proposals and costings for all manner of projects within the life safety and security technology sectors. You will have exceptional knowledge of a variety of life safety systems and will have been involved in the tendering or projects ranging from £10k to £1m+


You will have experience of reading drawings, understanding specifications and have some element of commercial awareness, as well as a logical and structured approach to estimating.


A team player who is highly motivated & ambitious, you will have a pro-active work ethic and lead by example, providing support and guidance to the sales team to ensure we provide exceptional support and provide our clients with the most appropriate solution.


All aspects of the role must be performed in line with the business's values to realise our vision by providing unrivalled customer experience and professional service to our clients. The position requires high levels of self-motivation, organisation and must be performed with integrity and dedication. In return we are committed to empowering and developing exceptional talent, maintaining our friendly and supportive environment to ensure we get it right first time every time.

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About the role

Reporting directly to the Group Head of Sales, the role is to provide technical support for the sales team on all life safety projects that come through the business, these will range from small end user projects to contractor new build.

Technical Leadership: Be the main point of contact to our internal teams and clients in relevant standards, legislation, regulatory requirements and technical excellence.

Technical Knowledge: Have knowledge of a variety of life safety systems including Fire Alarm & Fire Detection, EVC Systems, Evacuation Alert Systems, PAVA, Air Sampling, Atex & IS Systems, Gas Suppression.

Estimating Excellence: Provide estimating support on all life safety project estimating, including product selection, quantification of tenders, providing accurate costs based on industry trends and current factors. Provide detailed cost sheets, drawing markups/takeoffs and/or designs alongside quotations for work


Strategy Support : Support the group sales director with developing processes and strategies to ensure maximum output without reducing technical output.


Technical Support: Support the sales teams with surveys, client meetings and pre & post tender meetings where required, as a trusted advisor to the sales team, you will actively learn about the customer, their pains, areas of improvement and identify solutions to support the client and achieve full penetration of Amthal Group Services into the client base.


Market Intelligence: Gather, maintain and create accurate subcontractor & product market information that allows informed decision making and identification of new products, technologies and installation pricing information.


Internal Relationships: Build solid and trust driven relationships across the business with internal stakeholders including sales, customer success teams, engineering teams and operational delivery teams.


Training & Development: Work closely with the group Head of Sales to identify your own training requirements, skills gaps and opportunities for development but also play an active part in supporting the technical improvement of the sales teams.

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Performance Management: Work with the group head of sales to set goals, provide feedback, and be involved in reviews. Identifying areas for improvement and facilitating your personal development plan.

Cultural Development and Values Alignment: Promoting behaviours and attitudes that reflect the company's mission, vision & values. Leading by example and fostering a culture of accountability and integrity

About the process

1. Please apply by uploading your CV via our careers page - [Apply now](#)
2. The next step is an informal phone call with one of the team to check in with and confirm that you've read the job description and are a great skill fit.
3. You will then receive a telephone interview from a member of the Senior Leadership Team to check you meet the skills requirement for the role along with sharing our values.
4. On success of your telephone interview, you will then be invited to a face-to-face interview at our offices with the Group Head of Sales alongside another senior team member for a more formal interview process.
5. We will call you to tell you you're successful before putting the offer in writing and beginning to carry out the usual security vetting and checks as required to work in our industry.

