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| Paul Grainger    p.grainger@ymail.com |
| I have been working in and out of the window and door industry for over 35 years, specializing in the aluminium field for the last 6 years. I have the communication skills to work within a team-based environment, with the relevant knowledge and experience to cope well under pressure to achieve the accurate, and sometimes creative, results. I am proficient in a customer-based role, where client retention is so important, offering a flexible and efficient attitude.  I have an excellent working knowledge of LogiKal. I have an excellent working knowledge of Sapa, Reynaers, Senior AS and Smart systems, both commercial and residential, including windows, shopfronts, and curtain wall facades, specializing in new Schools, Academies and Hospitals.  I have an excellent knowledge of hardware, including that required to achieve PAS24:2016 and 'Secure by Design'. I have taken on a role managing and training of staff both office-based and in shop-floor applications. |

# CURRENT REMPLOYMENT:

### November 2018 – To Present

### Senior Estimator, Shopfrontgroup, Manchester

* To lead, price and drive innovation into bid solutions and the way bids are produced, so that we put forward winning propositions and still make our margin;
* Ensure adequate work is secured to achieve the Budget;
* To review customer’s drawings and specifications to prepare accurate costing sheets for materials, labour and equipment;
* To manage bids so that the price, design solution and other elements are compelling in terms of meeting the customer’s requirements and outperforming the competitors’ responses;
* Develop strategies and processes to produce and develop specific bids;
* To develop aspects of the solution in terms of design (working with colleagues, as required);
* Procurement;
* Use of the supply chain;
* Project planning and scheduling;
* To be able to present the proposal to the client in a smart, clear and compelling way;
* To understand and articulate the commercial risks and terms inherent in the proposal;
* To build relationships personally with customers and draw in the necessary information and intelligence about what customers want to ensure bids are compelling and full of local content;

# Previous EMPLOYMENT:

### December 2012 – To November 2018

## **SENIOR ESTIMATOR**, CDW Systems, Gloucester.

* To assist in developing and estimating business processes that will ensure applicability at the project level
* To actively participate in the management of various tenders
* To review and complete the bid forms and ensure that they are within the given specifications
* To perform evaluation of bids and provide the pricing in a timely manner
* To conceptualize layouts for the project and review all estimates before they are being submitted
* To closely monitor the results of the tenders and update them in the tender register

# Education

### September 1983 – July 1985

## GlosCAT

‘A’ Levels:

Geography (C)

Biology (B)

Political Science (C)

### september 1979 – july 1985

## Rendcomb College

6 ‘O’ Levels including Maths and English.

# Activities

Enjoy most sporting activities – from the comfort of my sofa.