

Commercial Glass Estimator

Join the Lake Glass Team

For over **40 years**, Lake Glass has built a reputation as one of Central Florida's premier commercial glass and glazing contractors. As a **family-owned and operated company**, we've earned the trust of our customers by delivering exceptional craftsmanship, outstanding service, and reliable project execution.

Our success is built on our people. We believe in treating employees with respect, investing in their growth, and creating a workplace where teamwork, integrity, and pride in quality come first. Many of our employees have been with us for years because they enjoy working alongside experienced professionals who genuinely care about each other and the work we do.

This position is ideal for someone who enjoys solving problems, analyzing plans, collaborating with a team, and helping turn complex construction drawings into successful projects. Your attention to detail and estimating expertise will directly impact our ability to deliver profitable, high-quality work for our customers.

Position Summary

The Commercial Glass Estimator plays a critical role in driving the continued growth and success of Lake Glass. This position is responsible for preparing accurate, competitive estimates and proposals for commercial glazing projects while ensuring every bid is complete, well-scoped, and aligned with project requirements.

Working closely with project managers, vendors, manufacturers, and company leadership, the Estimator evaluates project opportunities, performs detailed takeoffs, develops pricing strategies, and helps position Lake Glass to win profitable work. This role requires strong analytical skills, attention to detail, and a thorough understanding of commercial glazing systems and construction practices.

What You'll Do

Bid Review & Project Evaluation

- Review invitations to bid, architectural drawings, specifications, addenda, and project documents.
- Analyze project scope, identify potential risks, and evaluate special project requirements.
- Determine the glazing systems and project scope Lake Glass will pursue, including storefront, curtain wall, aluminum entrances, interior glass, and miscellaneous glazing.
- Identify specialty vendors, subcontractors, and long-lead materials needed for each project.
- Evaluate project opportunities to ensure alignment with company capabilities and profitability goals.

Quantity Takeoffs

- Perform accurate material takeoffs from architectural drawings and specifications.
- Quantify aluminum framing, glass, entrances, hardware, sealants, accessories, and related materials.
- Estimate field labor requirements based on installation complexity and project conditions.
- Maintain organized takeoff documentation and supporting records.

Cost Estimating

- Develop complete and accurate project cost estimates including:
 - Materials
 - Labor
 - Equipment
 - Freight and delivery
 - Subcontractors
 - Project-specific requirements
- Solicit competitive pricing from vendors and subcontractors.
- Verify current pricing for glass, aluminum systems, hardware, and specialty materials.
- Review estimates to ensure accuracy, competitiveness, and profitability.

Proposal Development

- Prepare professional bid proposals and scope letters.
- Clearly define project inclusions, exclusions, assumptions, and qualifications.
- Submit bids through required platforms while meeting all deadlines.
- Ensure proposals accurately reflect project scope and company capabilities.

Bid Tracking & Customer Follow-Up

- Maintain organized bid logs and estimating records.
- Follow up with general contractors regarding bid status and project opportunities.
- Participate in post-bid discussions and negotiations when requested.
- Build positive relationships with customers, suppliers, and industry partners.

Project Handoff

- Coordinate project turnover to the Project Management team after contract award.
- Provide complete estimate documentation, pricing assumptions, and scope details.
- Participate in project kickoff meetings to ensure a smooth transition from estimating to operations.

Continuous Improvement

- Stay current on:
 - Commercial glazing systems
 - Construction methods
 - Industry pricing trends
 - New products and technologies
- Support improvements to estimating processes, templates, and cost databases.
- Recommend ideas that improve estimating accuracy, efficiency, and profitability.

Other Duties

- Perform other duties and special projects as assigned.

- Support company initiatives focused on operational excellence, continuous improvement, and customer satisfaction.

Qualifications

Education

- High School Diploma or GED required.
- Associate degree or additional coursework in Construction Management, Engineering, Architecture, or a related field preferred.

Experience

- Minimum of 2 years of commercial glass estimating or glazing construction experience required.
- Experience estimating commercial glazing projects ranging from approximately \$50,000 to \$4 million or more preferred.
- Experience working with commercial general contractors and glazing system manufacturers preferred.

Knowledge, Skills & Abilities

- Strong ability to read and interpret architectural drawings, specifications, and construction documents.
- Working knowledge of commercial glazing systems including:
 - Storefront systems
 - Curtain wall
 - Aluminum entrances
 - Interior glass systems
 - Miscellaneous glazing
- Experience performing material takeoffs and detailed cost estimating.
- Proficiency with estimating software and digital takeoff tools such as Bluebeam, OST, SmartBid, Procore, or similar platforms.
- Familiarity with major aluminum system manufacturers such as Kawneer, Oldcastle BuildingEnvelope, Tubelite, YKK AP, or equivalent.
- Strong mathematical, analytical, and problem-solving skills.
- Excellent organizational skills and exceptional attention to detail.
- Ability to manage multiple estimates while meeting demanding deadlines.
- Strong communication skills with the ability to collaborate across departments and build positive customer relationships.

Why Join Lake Glass?

- Family-owned and operated for over 40 years
- Excellent reputation for quality craftsmanship and customer service
- Supportive, team-oriented culture
- Competitive pay and comprehensive benefits
- Opportunity to work on exciting commercial construction projects throughout Central Florida
- Stable, growing company committed to investing in its employees
- Opportunity to make a meaningful impact on the company's continued growth and success

Apply Today

If you're an experienced Commercial Glass Estimator, or would like to become one, who enjoys turning complex construction documents into winning proposals while helping build exceptional commercial projects, we'd love to hear from you. Join the Lake Glass team and help us continue delivering quality, integrity, and excellence to every project we serve.