

Jackson Lawrence

Senior Estimator – Fire Protection Systems

Dubai, UAE

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❖ PROFILE SUMMARY

- Qualified Mechanical Engineer having 15+ years of experience in Estimation, Design & Sales of Fire Protection systems.
- Comprehensive knowledge of standard estimation methodologies & practices
- Estimated over 1000+ enquiries in all sectors like Industrial, Commercial, Oil & Gas and Infrastructure.
- Knowledge of design and installation of fire protection systems as per UAE Fire & Life safety code, NFPA, IP 19, Shell DEP, FM Global, TAC & API standards
- Vast experience in estimating different types of projects like Substations (DEWA & FEWA), Data centers, Mixed use buildings, Hospitals, Malls, Hotels, Infrastructure works, Warehouses, Villas, Offices, Storage Tanks and other Industrial and Oil & Gas projects.
- Knowledge of Technical Specifications of Clients like DEWA, FEWA, GASCO, TRANSCO, ADWEA, ADDC and other major consultants
- Commitment to professional ethics, integrity and confidentiality.
- Vendor development and strong negotiation skills
- Ability to work under pressure and achieve target deadlines.

❖ SKILLS

Statutory authority requirements like NFPA, UAE Fire & Life safety code	Knowledge of estimating software like plan swift.	Customer Service
Time Management	Teamwork	Team leadership
Self-management	Active Listening	Developing people.
Communication	Advanced Critical Thinking	Adaptable
Quick Learner	Good Team Player	Problem Solving
MS Office Suites	Hydraulic Calculation software - PIPENET	



EDUCATIONAL QUALIFICATIONS

Bachelor of Technology - Mechanical Engineering from Mahatma Gandhi University, Kerala (Yr 2000 – 2005)


❖ ACHIEVEMENTS / TRAININGS

- **Dubai Civil Defense Card Holder for Engineer – Installation & Maintenance**
Card No: DCDS000035062, Approval No MCTNA0000059011
- Trainings Attended: Certificate of Design, Types, Failure Analysis and Installation of Expansion Joints from Ayvaz, Turkey


❖ CAREER OBJECTIVE

In conjunction with business heads, determine the long-term strategic objectives of the business unit. Ensure targeted business growth by directing and managing estimation activities. To ensure tenders are delivered in accordance with company's organizational strategy and in line with the client's terms & conditions. To plan, direct and manage the performance of the company's operations and resources as envisaged by the overall strategy, so as to maintain and develop business growth in area of operations.


❖ PROFESSIONAL EXPERIENCE

ORGANIZATION	Trans Gulf Electromechanical LLC, A Brand of Al Naboodah Construction Group, Dubai, UAE	
DURATION	JUNE 2016 TILL PRESENT	
DESIGNATION	SENIOR ESTIMATOR – FIRE PROTECTION SYSTEMS	


- In Conjunction with Divisional Manager, determine the long-term strategic business objectives of the business unit.
- Ensure targeted business growth by directing and managing estimation activities.
- Ensure the tenders are delivered in accordance with the company's organizational strategy and in line with the client's terms and conditions
- Review and support the estimating team in preparing all relevant documentation, analyse tender documents and highlight any potential problems.
- Strategic business development - Pre-Qualification Documentation and support Clients at Design / Pre-Tender stage.
- Maintain Confidentiality while preparing the tender, initiate after review Enquiries and Decision to Bid or Regret, Estimate Accurately with Risk Assessments and Initiatives, Bid Review, Prepare and review Costing Grand Summary, Maintain Vendor relationship, Evaluation of Quotes and discounts and Submission of rightly filled BOQ.
- Maintain estimating processes to ensure the team are working to high standards.
- Tendering include preliminary planning and programming in conjunction with the planning department.
- Builds and maintains relationships with Suppliers in order to secure positive, constructive and cost-effective commercial agreements for the company.
- Provides general assistance and advice on contractual and procurement matters as required to support Company's operation.
- Timely submissions of Tender and Post Tender Clarifications after Bidding. Assist in Post Tender negotiations and timely response and handle re- engineering / Cost Engineering proposals.
- Interact with Projects and other departments, Obtain Project's feedback, debate and implementation and Update Thumb Rules and Data Bank upon closure of every project.
- Administrative tasks like, HR Support, Employee Training, performance reviews and trainings where required. Implement QHSE policies in the dept. and ensure compliance.
- Attend Estimating Progress and Tender Review Meetings, Pre-Tender Meetings with Client, Tender Opening Meetings, Contract Award Kick-off Meetings and Tender Finalization Meetings.
- In post award stage, ensure letter of award and response is in place.
- Any other additional duties as requested by Line manager / Management Staff.
- Contract review after award of LOI / LPO for Technical Terms & Conditions.

ORGANIZATION	UNISAFE FIRE PROTECTION SPECIALIST LLC DUBAI, UAE	
DURATION	DEC 2012 TO MAY 2016	
DESIGNATION	ASSISTANT ESTIMATION MANAGER	


- When tenders arrive, assess the type of tender, client and closing date of tender to determine prioritization of all tenders & tender activity.
- Assigns and coordinates scope of work with estimating staff for each project.
- Reviews project plans, specifications, estimating scopes and pricing prepared by estimating staff. Coordinates with Commercial Manager to identify project risk.
- Review of Costing sheet, MAS & Quotations prepared by Estimator/ Senior Estimator. Preparation of Costing grand summary & Prelims.
- Ensure the flow of project information is maintained & documented & reviews all bid forms prepared for submission.
- Coaching/Mentoring the staff immediately working under.
- On award of project, co-ordinate and conduct “Handover” meeting with the project team, providing detail briefing of about the project and budget handover.
- Compiling resources & other tender analysis information and summaries for onward transfer to relevant project team members.
- Prepare Queries/Clarifications to clients/consultants.
- Prepare budget sheets on awarded jobs for the execution team (Purchase/Procurement & project team).
- Any other additional duty as requested by the Line Manager or Management Staff.

ORGANIZATION	UNITED FIRE & SECURITY FZC SHARJAH, UAE	
DURATION	OCT 2011 TO NOV 2012	
DESIGNATION	APPLICATION ENGINEER	


- Responsible for overall sales and operation of Gloria fire extinguishers.
- Optimum and feasible solution of fire fighting products to various customers in Central Eastern Europe, Russia CIS & East African regions.
- Strong ability to provide instruction to customers on how to best utilize their fire protection systems.
- Coordinate with sales team to optimize the design & Cost-effective solution.
- Costing of fire fighting equipment's based on pricelist provided by different manufacturers coming under Kidde UTC Group like Angus Fire, Kidde Fire Suppression, Chemetron, Badger etc.
- Act as resident technological expert advisor for our products.
- Connect with customers to analyze user experience and gain constructive feedback
- Maintain positive client relationships and attend meetings with international clients as and when required.

ORGANIZATION	BRIDGEWAY ELECTROMECHANICAL LLC Current Agnice Electromechanical LLC, Dubai, UAE	
DURATION	SEP 2008 TO OCT 2011	
DESIGNATION	ESTIMATION ENGINEER	

- Expertise in review of tender bid documents, specifications and drawings, perform quantity take offs / detailed BOM and ensure quantities are as per requirement of UAE fire code and NFPA standards
- Float enquiries to receive quotations for materials and services, organizing bids for subcontract work and technical / commercial evaluation of vendors & sub-contractor's proposals.
- Perform Design & built estimates from architectural drawings wherever consultant design is not available.
- Perform other essential tasks under the instruction and guidelines of senior cost estimate engineer.
- Prepare and submit weekly working progress to Sr Estimator.
- Prepare material submittals, O & M Manuals etc. after award of contract.
- Perform task of preparing compliance statement for the project specification.
- Contributes to team effort by accomplishing related results as needed.
- Maintains technical knowledge by attending educational workshops; reviewing technical publications
- Maintains cost data base by entering and backing up data.


ORGANIZATION	UTC FIRE & SECURITY INDIA LTD (KIDDE INDIA), MUMBAI, INDIA	
DURATION	FEB 2008 TO AUG 2008	
DESIGNATION	JUNIOR MANAGER ESTIMATION	

- Attend pre-bid meeting organized by GM-Sales to understand project overview and Client requirements before bidding.
- Prepare technical bids and attend meetings for technical clarifications.
- Design estimation of various industrial fire fighting systems for Clients like BHEL, ONGC, BPCL, NTPC etc.
- Expertise in review of tender bid documents, specifications and drawings, perform quantity take offs / detailed BOQ.
- Designing and quantity take offs based on TAC rules and regulations.

ORGANIZATION	FIREPRO SYSTEMS PVT LTD, MUMBAI, INDIA	
DURATION	MAY 2007 TO FEB 2008	
DESIGNATION	ENGINEER - CONTRACTS	

- Prepare cost estimates for BOQ generated by Technical Manager or from Consultant BOQ.
- Assisting in preparing Techno commercial bid.
- Float enquiries to receive quotations for the materials and services, organizing bids for sub contract works and technical / commercial evaluation of vendors & sub-contractors proposal.
- Responsible for preparing, presenting and explaining the cost estimations to sales managers.

- Understand market situation in terms of requirement with respect to competition, promotional activities by competitors, price factors and features comparison.
- Daily interaction with market network (builders, consultants & architects). Identification of new customers and projects.
- Customer focus in terms of market awareness, service, complaints follow up, feedback on market situation and commercial situation.

ORGANIZATION	TUBEFIT ENGINEERS, MUMBAI, INDIA	
DURATION	JAN 2005 TO APR 2007	
DESIGNATION	PRODUCTION ENGINEER	

- Plan, manage, and oversee all elements of production in factory
- Develop and draft an improved production process
- Train, supervise, and manage production line workers
- Increase speed and efficiency of processes without compromising quality
- Develop and implement quality control measures that effectively monitor products and guarantee desired results
- Communicate with clients and vendors to obtain materials and/or equipment needed
- Ensuring timely delivery of products to Clients.

❖ PERSONAL INFORMATION

Date of Birth – 15.10.1980
 Marital Status – Married
 Nationality – Indian
 Passport Number – R2424047
 Date of Issue – 27.02.2017
 Date of Expiry – 26.02.2027
 Visa Status – Resident visa
 UAE Driving License – Valid from 08.01.2015
 Languages Known – English, Malayalam, Hindi,
 Tamil, Telugu.

JACKSON LAWRENCE
 DUBAI, UAE
 20-Dec-2020

References –

1. Nelson Mathew
Trans Gulf - Design Manager
Mob: +918281362204
2. Rajesh Prasad
UFS – Head of Department
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