



## Job Title: Estimator

### ***APL Manufacturing – Company Overview***

*APL Manufacturing is a premier, vertically integrated network of customer-focused manufacturing companies delivering precision-engineered solutions across a wide range of industries. Our expertise includes thick and thin gauge stamping and forming, EDM, plastic injection molding, surface modification, brazing, and metal heat treatment. We provide high-quality, cost-effective manufacturing services tailored to our customers' needs.*

### ***Role Description***

This is a full-time, on-site Manufacturing Estimator position based in Orange, CA. The Manufacturing Estimator is responsible for preparing accurate and competitive cost estimates, analyzing manufacturing processes, reviewing project requirements, and collaborating closely with engineering and production teams. Additional responsibilities include evaluating material and labor costs, assessing project timelines, and ensuring bids are comprehensive, precise, and aligned with operational capabilities.

### ***Estimating & Quotation Preparation***

- Analyze customer RFQs, specifications, and blueprints to determine project requirements.
- Prepare accurate cost estimates, including materials, labor, tooling, and overhead.
- Develop detailed, competitive, and comprehensive pricing proposals for customers.

### ***Material and Labor Cost Analysis***

- Identify, source, and evaluate required materials to ensure cost efficiency and availability.
- Calculate labor hours based on project complexity, production requirements, and manufacturing processes.

### ***Project Review***

- Collaborate with engineering and production teams to assess project feasibility and manufacturing requirements.
- Recommend cost-saving initiatives, value engineering solutions, and process improvements.

### ***Customer Interaction***

- Liaise with customers to clarify project requirements, address questions, and provide quotation revisions as needed.
- Respond to technical and pricing inquiries throughout the quotation and bidding process.

### ***Data Management***

- Maintain accurate and organized records of estimates, quotations, and project documentation.
- Update and manage cost databases, including material, and labor rates.

### ***Bid Management***

- Review bid requirements and ensure timely and complete submission of proposals.
- Track bid outcomes and maintain win/loss records to support performance analysis and continuous improvement.

### ***Process Improvement***

- Identify and recommend enhancements to estimation tools and processes to improve accuracy, efficiency, and consistency in cost estimating.



## Qualifications

- ✓ Strong understanding of cost estimating techniques and methodologies related to metal components and manufacturing.
- ✓ Experience with manufacturing processes, including metal stamping and forming.
- ✓ Ability to read and interpret technical drawings, blueprints, and specifications.
- ✓ Proficiency in estimating software, spreadsheets, and related analytical tools.
- ✓ Excellent communication, collaboration, and interpersonal skills.
- ✓ Strong attention to detail with exceptional analytical and problem-solving abilities.
- ✓ Relevant education, such as a degree in Engineering, Manufacturing, or a related field, is preferred.
- ✓ Prior experience working in a manufacturing environment is strongly preferred.

## Pay Range:

Salaried position with annual compensation between **\$85,000 – \$110,000**, based on experience and qualifications.

## Job Type / Schedule:

Full-time / On-site / In-person (Monday through Friday)

## Benefits:

- 401(k) with company matching
- Health, dental, and vision insurance
- Life insurance
- Paid time off (PTO)
- Paid holidays