

BSOS Alumni Career Profile: Estimator

CAREER THE TURTLE ...because SUCCESS starts here.



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Major: Geographical Sciences

Minor: Geographic Information Systems and Remote Sensing of Environmental Change

[LinkedIn Profile](#)

*Featured above with Dr. Luna, Director of the undergraduate Geographical Sciences Department.

What is a typical work day like at Environmental Quality Resources, LLC?

EQR is an ecological restoration contractor. The bread and butter of our work is stream restoration, living shorelines and LID facilities. As an estimator it is my job to estimate the cost of the project. To "build" a bid, I have to quantify materials and excavation, develop the cost detail report in Bid2Win, review production rates with managers and fill out all the required bid paperwork. Some of the work may have to be subcontracted out, such as survey, cast-in-place concrete and utility relocation. We have our go to people in the DMV area but because I do a lot of estimates in Colorado and Southern Virginia I spend a lot of time calling people to make new business connections.

So in short...my day consists of networking, building bids, filling out paperwork, attending a lot of meetings and hopefully winning work.

What do you enjoy most about your current position?

The stress and constant new work. Our bids have hard deadlines and we bid out a lot of work every month. It can get a little stressful, but everyone in estimating is great about helping one another when necessary. On average, we spend 1 to 2 weeks on a bid. This is a short time frame to pull a bid together but I like having something new to work on every other week. It keeps me focused.

Which undergraduate experiences did you find most helpful in preparing you for your position?

During school I was part of the BSOS Student Sustainability Task Force and our instructor, Ameer Bearne, helped us develop our professional skills. We worked on leadership, how to achieve goals and being assertive. I got my first position at EQR because I called HR and said "when are we going to have an interview?" Then I did the same thing for the Estimator position. That approach might not work everywhere, but I had my goals set and knew my audience. Companies want to hire proactive people. I also was a Teaching Assistant for the Geography

Department. That experience gave me great time management skills which is especially important as an Estimator. Every day someone needs a last minute bid but you still have to make sure you accomplish all your other work.

How has your coursework helped you in your current position?

For many classes we would read and analyze scientific papers and work on reading comprehension. Specifications for projects are not that much different. The language is hard to understand at times, and can be up to 600 pages long.

Any job or internship advice?

Start from the bottom and work your way up. I started as a Construction Layout Foreman at EQR right out of college, mostly because I did not have any internships or previous work experience. I was a glorified laborer but I acquired a lot of knowledge and skills that set me apart from others. It helped a lot when I applied for the Estimating position because I had built some of these projects and understood what can and cannot be done in the field. That has also helped me excel in Estimating. I started at EQR May 2016 and have already moved from Layout Foreman to Junior Estimator to Estimator 1 because I had that previous experience in the field.

Final piece of advice:

Focus on soft skills such as flexibility, decisiveness, self-motivation and receiving feedback. These skills will set you apart from other candidates for that internship or job.