

# DIRECTOR OF ESTIMATOR TRAINING

## Program Syllabus

### Introduction:

Estimating Director directs the estimating department, establishes technical standards and procedures, and has overall responsibility for the training and staffing of estimating department. They play a pivotal role in the success of their company. In this self-paced course, you will take the skills you learned in your estimating career and build upon them with the advanced skills and knowledge you will need to succeed.

This course is intended for those interested in advancing their estimating and managerial role in the roofing industry.

This course was also designed for Roofing Companies to train their candidate for the Director of Estimating position. They will gain the knowledge and fundamentals for overall departmental success.

### Learning Modules

- Understanding the Director of Estimating Duties and Expectations
- Manage Your Estimating Team, So Everybody Wins
- How to do an Employee Performance Review
- Strategic Planning Process
- The Ten Edicts of the Director of Estimating
- Risk Management in The Estimating Department
- Overseeing the Key Types of Estimates
- Train Your Estimators
- The importance of the Weekly Estimating Meeting
- Your Role at Project Start-Up to Project Finish
- Sales Forecasting