Gregory Haines

Estimating Manager

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Summary

Estimating Manager with 13 years in mechanical contracting, leading a team of 5 estimators that bids HVAC and plumbing work for hospitals, data centers and schools. Sets bid strategy, reviews every estimate over $2M, and keeps estimating software, Bluebeam and Microsoft Excel templates consistent across the department.

Experience

Estimating Manager

Peachtree Mechanical — Atlanta, GA — 03/2021 - Present

Mechanical contractor with $160M in yearly revenue and 500 employees in Georgia and the Carolinas.

- Direct 5 estimators who submit 260 HVAC and plumbing bids a year, growing awarded backlog to **$210M**.
- Review estimates over $2M for labor units, equipment pricing and risk before every bid goes out.
- Choose which bids to pursue with the operations director, lifting the hit rate from 18% to 29%.
- Standardize estimating software databases and Bluebeam takeoff tools, cutting average estimate time by 20%.

Senior Estimator

Chattahoochee HVAC & Plumbing — Marietta, GA — 05/2017 - 02/2021

Design-assist mechanical contractor for healthcare and education projects.

- Estimated HVAC, plumbing and piping scopes up to $28M, winning $95M in work over 4 years.
- Negotiated equipment packages with 8 manufacturer reps, saving $640K on 3 hospital towers.
- Trained 3 junior estimators on ductwork and piping takeoffs in Microsoft Excel and estimating software.

Estimator

Southern Air Systems — Atlanta, GA — 06/2013 - 04/2017

HVAC contractor for office, retail and school projects.

- Priced 300+ HVAC bids from $50K to $5M, building equipment schedules from mechanical drawings.
- Recorded historical labor data for 90 closed jobs, used to set production rates in later estimates.
- Wrote scope letters and proposals in Microsoft Office for general contractors and owners.

Education

Bachelor of Science

Georgia Southern University
Mechanical Engineering Technology
Statesboro, GA
05/2013

Skills

Estimating Software	—	HVAC	—	Plumbing	—	Bluebeam
Microsoft Excel	—	Bid Strategy	—	Microsoft Office	—	Labor Units
Leadership	—	Decision-Making Skills				

Certificates

Certified Professional Estimator (CPE)

American Society of Professional Estimators
08/2019