



Estimator

9.09.25

ABOUT US

B Morrow Productions (BMP) is a creative and production firm located in the Theme Park Design District of Orlando, Florida. Representing a new methodology of how creative work is developed, we take a collaborative approach between clients and the talents of BMP. Considered an entrepreneurial, fast paced, and creatively driven studio, BMP offers considerable room for personal and professional growth for studio talent. With clients around the globe, in various market sectors including theme parks, zoos, live entertainment, resorts, and educational experiences, the BMP Team always has a wide variety of projects to dive into providing growth and ownership into project development.

BMP was founded on the belief that the best creative output occurs when Talent has a safe, equitable space in which to create. We believe that an inclusionary group of talents will not only create better designs for our clients but create designs that represent the full audience that will experience we are designing for. IDEA (inclusion, diversity, equality, and accessibility) guides not only our work output, but also our internal culture. At BMP, your complete, unique, and wonderfully talented self can come to the studio each day (or sometimes work at home) to create, make, and operate amazing spaces and experiences.

BMP is certified by the National LGBT Chamber of Commerce as a Gay-owned Business Enterprise.

YOUR ROLE

As the B Morrow Productions Estimator, this position will play a pivotal role in the early stages of our projects, providing accurate and comprehensive cost estimates, managing pre project workflow and engaging with clients to assist in mapping out project scope and viability. This role reports directly to the CEO of BMP and is part of the new Business Development Team.

The portfolio of projects that BMP executes each year is diverse, touching several sectors of the themed entertainment industry. This includes theme parks, resorts, cruise lines, museums, zoos/ aquariums, and music festivals. The Estimator should be familiar with the nuances of each of these categories and have a willingness to expand their knowledge base as BMP explores new business segments.

This individual will collaborate closely with our design and production teams to ensure that our projects are delivered on time, within budget, and to the highest standards of quality. Daily integration into the fabrication shops of BMP will be key to success.

RESPONSIBILITIES

80% of Job Responsibilities – Project Pre Planning and Estimating

- Review Requests for Proposals (RFP), project plans and drawings, specifications, and other relevant documents to understand project scope, requirements, and objectives
- Participate in pre-bid functions such as site visits, client meetings, and pitch presentations
- Maintain basic knowledge of core client standards including design, material specifications, preferred means and methods, etc.
- Conduct thorough cost analysis, including materials, labor, equipment, and other resources, to accurately estimate project costs.
- Collaborate with Director of Fabrication to identify and confirm means, methods, and materials for production or fabrication to best fit the client's overall desired aesthetic, quality standard, and budget.
- Stay abreast of new or developing materials used for custom fabricated elements
- Collaborate with Director of Fabrication on potential long lead items and how that could affect an overall project deliverable and timeline.
- Curate and utilize historical data, industry benchmarks, and vendor quotes to inform cost estimates and ensure competitiveness
- Cultivate and maintain relationships with vendors, subcontractors, and other external partners to support accurate and timely estimating
- Identify potential risks and opportunities for cost savings or value enhancement during the estimating process
- Prepare detailed cost breakdowns and proposals for client review and approval
- Coordinate and lead proposal reviews prior to submission with key leadership team
- Provide content to project proposals including costs, technical narratives, initial schedules and risk analysis.
- Review and approve proposal prior to submission.
- Manage the contract review and approval process both internal and with BMP legal review process for BMP.
- Partner with CEO, VP Finance and Controller to develop payment schedules that complement business needs
- Monitor and track project budgets throughout the lifecycle of each project, utilizing findings to inform ongoing estimating efforts
- Collaborate with the BMP Design and Production Studio Teams to develop value engineering solutions that optimize costs without compromising quality or creative integrity
- Co-Lead the the project kickoff meetings, design reviews, and other cross-functional meetings as needed to provide project data sharing to project team.
- Monitor on-going project scope to ensure that all contractual obligations are met and remain within contractually agreed-to limits



- Assist with formulating costs associated with Change Orders, including the preparation of any supporting documentation to justify added costs
- Maintain confidentiality of all information.

10% of Job Responsibilities – Production Rates Data Collection

- Collect production burn rates for labor for various workflows
- Update BMP database on production rates bi-yearly
- Complete time studies in shop to verify production rates against hourly artisan time cards via Connect Teams (time card system)

10% of Job Responsibilities – Proposal Building

- Work with the Sr. Manager Business Development and CEO to develop written proposals
- Develop technical narratives
- Attend pre bid meetings
- Communicate with end clients for RFI generation and lead management
- Build initial project schedules
- ***ALWAYS share the BMP studio spirit with others internal and external***

QUALIFICATIONS

- Bachelor's degree in construction management, engineering, architecture, or a related field desired, can be replaced with experience.
- Five (5) years of experience in estimating, preferably within the themed entertainment, construction, or manufacturing industries, with a focus on theme park, resort, and cruise line projects.
- Proficiency in estimating software and tools, such as SmartSheet, Excel, Bluebeam, or similar programs
- Strong understanding of how to navigate a set of plans developed at a variety of design development (Concept Design, Schematic Design, Detailed Design or Construction Documents) to identify potential BMP scope of work, qualify the scope of work, and quantify.
- Proven ability to manage multiple priorities and deadlines in a fast-paced environment, with a deep understanding of the unique challenges and considerations inherent in themed entertainment projects.
- Strong analytical skills and attention to detail, with the ability to interpret complex project requirements and documentation within the context of themed entertainment.
- Excellent communication and interpersonal skills, with the ability to collaborate effectively with multidisciplinary teams and external partners within the themed entertainment industry.



- Knowledge of industry best practices, trends, and regulations related to estimating and cost management within the theme park, resort, and cruise line sectors.

COMPENSATION PACKAGE

Position is a Full Time Salaried Position that includes the following benefits:

- Base compensation based on experience level
- Health, Dental and Vision care coverage
- 401k program with matching program
- Unlimited PTO (Personal Time Off) program
- Paid Holidays
- Paid sick time
- Cell phone stipend
- Paid wellness week PTO (we close the business for one week a year)
- Access to the BMP Talent Experience Fund
- Access to TEA (Themed Entertainment Association) events

ACCOMMODATIONS

If you require accommodation in completing this application, interviewing, or otherwise participating in the talent selection process please direct your inquiries to talent@bmorrowproductions.com.