



# Cost Estimators

## WHAT THEY DO

Prepares cost estimates for product manufacturing, construction projects, or services to aid management in bidding on or determining price of product or service. May specialize according to particular service performed or type of product manufactured. Belongs to the Architecture and Construction cluster and Construction pathway.

## IS THIS FOR YOU?

**Work Interests** are described in the following categories (compatible with Holland's Model) by people who tend to succeed in this career:

- **Conventional** – You are an "organizer". Keeping things neat and organized is important to you. You like working with charts and reports, and work well with power and authority.
- **Enterprising** – You are a "persuader". You like to sell things or ideas. Prestige and power are important to you. You like to use your language skills to convince other people of your ideas.

**Work Values** are aspects of work that are satisfying to you. The following work values are generally associated with this career.

- **Support** – It's very important to you to know the company stands behind its workers and has competent, considerate and fair management.
- **Working Conditions** – It's very important to you that your work allows you to make decisions on your own. You want to try out your own ideas and work with little supervision.

**Aptitudes** reflect a person's ability to acquire skills and knowledge. The following aptitudes are important for success in the career:

- **General Learning Ability**
- **Numerical Aptitude**
- **Clerical Perception**

## SKILLS YOU NEED

### Basic Skills:

- Reading Comprehension
  - Active Listening
  - Writing
  - Mathematics
- Critical Thinking
- Active Learning
- Learning Strategies
  - Monitoring

### Transferable Skills (applicable in other careers):

#### High level

- Explaining banking, loan, and financial services
  - Following construction blueprints and plans
- Giving advice on building plans and projects
- Preparing and organizing numerical records
- Processing sales and purchasing information
  - Reviewing and evaluating data reports

### Workplace Skills:

#### Medium level

- Complex Problem Solving
  - Coordination
- Judgment and Decision Making
- Management of Financial Resources
  - Persuasion
- Social Perceptiveness
  - Systems Analysis
  - Time Management

Additional skills for this occupation may be found at <http://www.iowaworkforcedevelopment.gov/career-exploration-resources>

## ESTIMATED & PROJECTED EMPLOYMENT

Occupational Title	2012 Estimated Employment	2022 Projected Employment	2012-22 Employment Change	Annual Growth Rate (%)	Total Annual Openings
Total, All Occupations	1,758,205	1,955,480	197,275	1.1	61,665
Business & Financial Operations Occupations	76,000	87,095	11,095	1.5	2,625
Cost Estimators	2,085	2,505	420	2.0	110

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

## 2015 WAGE & SALARY (\$)

Occupational Title	Average Wage	Average Salary	Entry Wage	Entry Salary	Experienced Wage	Experienced Salary
Total, All Occupations	19.77	41,122	9.55	19,858	24.88	51,755
Business & Financial Operations Occupations	29.32	60,979	17.62	36,642	35.17	73,147
Cost Estimators	27.89	58,010	18.37	38,201	32.65	67,914

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

## EDUCATION & TRAINING

Education	Work Experience	Job Training
Bachelor's Degree	None	None

Education training and experience are required at different levels for success in different occupations. A growing number of employers prefer candidates that have a bachelor's degree. A strong background in mathematics is essential. Newly hired estimators often learn the industry by working alongside a more experienced cost estimator. This on-the-job training may last anywhere from several months to a few years, depending on the employer. Each company has its own way of handling estimates, and cost estimators have to learn their employers' ways of estimating costs. It is important to gain relevant experience in an industry before becoming a cost estimator. For example, construction cost estimators should have experience in the construction industry. People interested in cost estimating can get experience through internships, cooperative education programs, or industry-related jobs. The Iowa Asbestos Project Designer website at [http://access.bridges.com/ext/cp/custom\\_state\\_data/iowa\\_licensed\\_occupations/13-1051.htm](http://access.bridges.com/ext/cp/custom_state_data/iowa_licensed_occupations/13-1051.htm) provides specific licensure and support information for the state of Iowa.

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0> and <https://secure.ihaveaplaniowa.gov/>

## NATIONAL CAREER READINESS CERTIFICATE (NCRC)

Skill	Median Skill Level
Applied Mathematics	n. a.
Locating Information	n. a.
Reading for Information	n. a.

This ACT-developed credential demonstrates achievement and a certain level of workplace employability skills. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6).

Source: <http://www.act.org/workkeys/analysis/occup.html>



## PRIMARY INDUSTRY SECTORS

### (Where are Cost Estimators Employed?)

Specialty Trade Contractors  
 Construction of Buildings  
 Merchant Wholesalers  
 Fabricated Metal Product Mfg  
 Crop Production  
 Professional, Scientific, and Technical Services  
 Heavy and Civil Engineering Construction  
 Repair and Maintenance  
 Motor Vehicle and Parts Dealers  
 Building Material/Garden Equipment Dealers

## ADDITIONAL SOURCES:

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Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>