

Estimation Engineer and Pricing Specialist

FUNCTION Sales, CEO Sales System	REPORTS TO Chief Executive Officer (CEO Sales System)
LOCATION India (Head Office)	EXPERIENCE 7+ years, data centre estimation and pricing
EMPLOYMENT TYPE Full-Time	

About Technavious

Technavious is a data centre lifecycle consultancy delivering Plan, Design, Build, Certify and Benchmark services under one roof. We are not an EPC company. Founded in August 2021 and headquartered in Chennai, with a second office in Mumbai, we work with over 70 data centre customers across 15 countries, backed by more than 500 years of combined engineering expertise. Our promise is simple: Blueprint to Benchmark for Data Centers.

Role Overview

We are looking for a senior Estimation Engineer and Pricing Specialist to own technical estimation and commercial pricing for data centre engagements across civil, MEPF and IT infrastructure scopes. This role sits within the CEO Sales System and works closely with the sales, delivery and leadership teams to convert opportunity requirements into accurate quantities, defensible costs and winning, margin-protected prices. The role is central to how Technavious prices deals through the existing Pricing Template and OB Tracker, so precision and consistency matter as much as speed.

Key Responsibilities

Technical Estimation

- Develop detailed Bills of Quantities (BOQ) for data centre civil, MEPF and IT infrastructure scopes, from concept through detailed design stage.
- Review architectural, structural, electrical and mechanical drawings to derive accurate quantities and specifications.
- Build cost estimates using first-principles methods, benchmark data and vendor inputs, validating assumptions against market rates.
- Identify value engineering opportunities and cost optimisation options without compromising design intent or compliance.
- Maintain a live library of unit rates, vendor quotes and historical project costs to speed up future estimates.

Commercial Pricing

- Own end-to-end pricing for deals using the Technavious Pricing Template, translating technical estimates into structured commercial proposals.
- Calculate and defend margins (including CM3) against approved thresholds, flagging deviations for leadership sign-off.
- Prepare terms and conditions sheets and safeguard clauses appropriate to deal risk and scope.
- Maintain pricing entries in the OB Tracker in step with the sales pipeline, ensuring order booking numbers stay current and accurate.
- Benchmark proposed pricing against prior deals and market intelligence to keep quotes competitive and profitable.

Cross-functional Collaboration

- Partner with the sales team to turn client requirements into priced, submission-ready proposals within agreed turnaround times.
- Work with delivery and engineering teams to validate assumptions before a price is locked and quoted to a client.
- Support leadership with pricing scenarios, sensitivity analysis and deal structuring for large or complex opportunities.
- Continuously refine estimation and pricing templates, tools and processes for accuracy, speed and consistency.

Required Qualifications and Experience

- 7+ years of experience in estimation and/or pricing roles within the data centre, MEPF or related construction and infrastructure industry.
- Strong working knowledge of data centre civil, MEPF and electrical systems, sufficient to estimate quantities and validate technical assumptions independently.
- Demonstrated experience preparing BOQs, cost estimates and commercial pricing for infrastructure or construction projects.
- Advanced Excel skills, with comfort building and maintaining structured pricing models and trackers.
- Sound understanding of margin structures, cost breakdowns and commercial risk in project-based businesses.
- Strong attention to detail and the discipline to keep estimates and pricing records accurate and audit-ready.

Preferred, Good to Have

- Prior exposure to data centre standards, certification frameworks or lifecycle consultancy environments.
- Experience with estimation or take-off software, alongside strong manual BOQ capability.
- Engineering degree in Civil, Electrical, Mechanical or a related discipline.
- Experience working directly with sales teams under time pressure on live deals.

Success Measures

- Turnaround time for estimates and priced proposals against agreed SLAs.

- Accuracy of estimates versus actual delivery costs on won deals.
- Margin achievement against approved thresholds across the deal portfolio.
- Currency and accuracy of the OB Tracker and pricing records.

What We Offer

You will work at the centre of how Technavious wins and prices business, with direct visibility into the CEO Sales System and a front-row seat on some of the largest data centre programmes in the region. This is a senior, high-trust role for someone who wants their technical judgement to shape commercial outcomes.