JULIAN MERCER

ESTIMATOR

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PROFESSIONAL SUMMARY

Estimator with 7+ years pricing commercial and healthcare construction at DPR Construction, progressing from assistant to senior. Builds accurate takeoffs and bids, manages subcontractor leveling, and helps preconstruction teams hit budget targets early.

PROFESSIONAL EXPERIENCE

Senior Estimator Jan 2024 - Present
DPR Construction, San Francisco, CA

- Led the estimate for a $48 million medical office building, holding the bid within 2% of the owner's budget through three design-development updates.
- Built a subcontractor bid-leveling template used on every pursuit, which cut scope gaps found after award from eight per project to about two.
- Ran value-engineering sessions with architects and the owner and identified $1.3 million in savings that kept the schedule and finishes intact.
- Coached two assistant estimators on takeoff checks and quantity reviews, and both began handling their own packages within five months.
- Presented cost risk summaries to the preconstruction director before each bid, which led to contingency decisions made a week earlier on average.

Estimator Jan 2022 - Dec 2023

- Prepared quantity takeoffs and unit-cost estimates for tenant improvement and lab projects worth $5 million to $20 million, with final costs landing within 3% of estimate.
- Collected and compared quotes from 15 subcontractors per bid package and negotiated terms that lowered mechanical and electrical prices by about 4%.
- Updated the historical cost database after each closeout so the team's square-foot benchmarks stayed current across eleven completed jobs.
- Reviewed drawings against specifications before each bid and issued clarification lists that removed roughly 20 open items before pricing.

Assistant Estimator Jun 2019 - Dec 2021

- Performed quantity takeoffs in Bluebeam and On-Screen Takeoff for concrete, drywall, and finishes, with reviewer checks finding fewer than two errors per package.
- Assembled bid documents and proposal schedules for 30 pursuits, delivering each to the estimating lead before the internal deadline.
- Tracked addenda and incorporated pricing changes into the estimate, preventing a missed scope item on a $12 million school renovation bid.
- Visited job sites with project engineers to verify existing conditions, which improved demolition allowances on three renovation estimates.

CORE SKILLS

Cost estimation | Quantity takeoff | Blueprint reading | Bluebeam Revu | On-Screen Takeoff | Sage Estimating | Subcontractor bid leveling | Value engineering | Procore | Excel modeling | Specification review | Risk and contingency analysis | Conceptual estimating | Bid proposals

EDUCATION

B.S. in Construction Management, California Polytechnic State University, San Luis Obispo, CA

CERTIFICATIONS

Certified Professional Estimator (CPE), ASPE | OSHA 30-Hour Construction