

# STORM HOLLAND

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Estimator focused on meeting customer needs in preconstruction for any building type. Skilled with digital tools and proprietary software for accurate takeoffs and proposals. Maintains strong vendor relationships through professionalism and availability.

## Experience

2025-Present

LEAD ESTIMATOR | PRIMA.AI INTERNATIONAL | REMOTE

Combines international construction norms with U.S. preconstruction standards to manage the differences and smoothen process integrations for cohesiveness. Manages the full life cycle of the steel bid package, encompassing ground-up takeoff generation, line-itemized proposals, and pre-qualifications with a focus on timely submission and post-bid technical follow-ups. Review and negotiate contracts and letters of intent to ensure alignment with the proposal and any other previous agreements. Beta-test AI software and provide feedback on its accuracy and shortcomings while developing an internal estimating process. Created a database responsible for housing past estimate data for quick, easy, referencing in later usage for budgeting purposes and early bid rounds. Additionally, responsible for the training of new and existing personnel and when able, advance the company's proficiency in the overall estimation process.

2019-2024

ESTIMATOR | C.M STEEL | YORK, SC

Reviewed contract drawings to define accurate Scopes of Work across various bid phases. Demonstrated knowledge of steel fabrication for precise item estimations from design to final product. Negotiated with sub-vendors for installation, detailing, specialized items, and scheduling. Managed miscellaneous metals bids in standalone 05B packages or supplementing SteelFabs' 05 bid package.

Handled pre-contract negotiations on pricing, scope definitions, and exclusions. Conduct contract reviews to identify and correct discrepancies. Managed change order processes by tracking cost changes, creating backup documentation, and informing sub-vendors and project managers while keeping historical revisions.

Supervised the renovation and expansion of an airport. Utilized proxy support for on-site needs and issues, while managing project complexities. Completed the 3-year project alongside estimating duties.

2017-2019

PROGRAMMER | C.M STEEL | YORK, SC

Translated component drawings into machine-specific CAD programs, ensuring meticulous execution of manufacturing processes. Maintained and updated a daily inventory spreadsheet, monitored production flow, and allocated shop orders to appropriate sectors within the fabrication shop. Collaborated closely with project managers to develop solutions concerning shop capabilities, execution, and required completion times. Operated within stringent shipping schedules to ensure punctual delivery. Maintained flexibility for extended 12-hour shifts and beyond, including weekends when necessary.

2015-2017

MACHINE OPERATOR | WINBRO GROUP TECHNOLOGIES | ROCK HILL, SC

Operated multiple CNC machines, ensuring precision manufacturing. Specialized in laser drilling, laser ablation, high-speed electrode drilling, and CMM operations for aerospace and gas turbine parts. Conducted cleaning and inspections to maintain quality standards. Developed solutions to enhance machine efficiency and sustain production. Logged maintenance, runtimes, and part quality for ongoing optimization.

## EDUCATION

2014

Associates of Applied Science in Mechanical Engineering Technology | York Technical College

## SKILLS

- Bluebeam
- Excel
- Microsoft Office Products
- Steel Fabrication
- Misc. Metals
- Online/Digital Takeoffs
- Proposal Generation
- Contract Reviews and Negotiations
- Bid Specifications
- Construction Drawings (Contract, Part & Erection)