



COST ESTIMATOR

JOB TITLE: Cost Estimator – ISMS

LOCATION: Remote-based, with travel across Africa as required

At FS Systems International, we are committed to delivering cutting-edge fire and security solutions across Africa and LATAM. With a strong focus on the mining sector, our team is dedicated to ensuring that some of the most challenging and remote environments are secured with the highest level of technology. We pride ourselves on being at the forefront of innovation, providing robust solutions that not only meet but exceed industry standards.

The Role

We are looking for a Cost Estimator to support the commercial and solution delivery process within our ISMS division. This role works closely with Key Account Managers to develop accurate, solution-based pricing across integrated security projects. It is focused on supporting complex, multi-system environments, ensuring that quotations and proposals are both technically aligned and commercially sound. The role is suited to someone who is detail-oriented, comfortable working with pricing and technical inputs, and interested in developing within a project-based environment.

Key Responsibilities

- Develop accurate quotations and proposals based on defined solution requirements
- Retrieve and validate supplier pricing through pricelists and manufacturer engagement
- Apply correct pricing structures, margins, and commercial considerations
- Maintain and update internal pricing tools, pricelists, and documentation
- Support Key Account Managers with pricing, administrative, and solution-related tasks
- Assist with solution design inputs where required
- Ensure responsiveness and timely turnaround on all pricing requests
- Maintain accuracy across all calculations and commercial outputs
- Participate in structured learning to build knowledge of products and integrated solutions

Requirements

Experience & Skills

- 1–2 years' experience in a similar role (internal sales, estimating, or commercial support)

- Strong numerical ability, including pricing, margin calculation, and currency conversion
- Intermediate Excel skills and working knowledge of Microsoft Office 365
- Exposure to security systems such as CCTV, access control, or networking
- Procurement or supplier engagement experience advantageous

Qualifications

- Relevant product or industry certifications (e.g. CCTV, networking, access control) beneficial

Additional Requirements

- Valid driver's license and own transport preferred
- Passport and willingness to travel if required
- Strong written and verbal English communication skills

What Makes This Role Different

- Exposure to integrated, multi-system security projects rather than standalone products
- Opportunity to work within mining environments across Africa
- Involvement in solution-based pricing, not just transactional quoting
- Close collaboration with both commercial and technical teams
- Clear development pathway into pre-sales or commercial roles

Interested in this role? Apply [HERE](#).