

SSTMC12 Technical Textile Estimator

1. Job role

TCF sub-sector	Cut and Sewn Products (Non-Garment)
Functional area	Sales and Customer Service
Job role	SSTMC12 Technical Textile Estimator
Job role description	Provides technical estimating expertise across the specification, costing, fabrication planning and delivery of custom cut and sewn non-garment textile products and systems within the Textile, Clothing and Footwear (TCF) industry. This role is identified within the Product Design and Development function of the occupational framework for cut and sewn products. The Technical Textile Estimator acts as the commercial and technical bridge between customer requirements, fabrication processes and industrial manufacturing capability. The role supports the development and costing of technically complex non-garment cut and sewn textile products including shade structures, marine covers, awnings, tarpaulins, transport covers, agricultural textile systems, industrial covers, pool liners and customised fabricated textile assemblies. The Technical Textile Estimator is responsible for interpreting customer specifications, drawings and site conditions to develop technically accurate product specifications, material calculations, fabrication requirements and commercial cost estimates suitable for manufacture and installation. This includes assessing environmental and structural conditions, selecting suitable fabrics and hardware, calculating cutting layouts and production requirements, preparing quotations and tender submissions, and coordinating with production teams and installers to ensure commercially viable and technically achievable project outcomes. The role focuses strongly on technical accuracy, manufacturability, cost control, operational efficiency and customer satisfaction. The Technical Textile Estimator works closely with customers, project managers, fabricators, installers, production teams, suppliers and technical personnel to ensure products are fit for purpose, compliant with operational requirements and achievable within commercial constraints. The position also supports project planning, production scheduling, installation coordination and continuous improvement activities to improve estimating accuracy, workflow efficiency and project profitability.

Performance expectations	• Developing accurate and commercially viable project estimates and quotations • Ensuring alignment between customer requirements and manufacturing capability • Producing technically accurate specifications and material calculations • Supporting efficient fabrication, installation and delivery outcomes • Coordinating effectively with customers, suppliers and production teams • Minimising estimating errors, material wastage and project cost overruns • Supporting compliance with operational, safety and customer requirements • Maintaining estimating documentation, records and revision integrity • Supporting continuous improvement in estimating systems and production workflows
Specialisation	Technical estimating, textile product specification, fabrication costing, site assessment, material calculation, production planning and installation coordination
Application in other TCF sectors	Architectural textiles, marine fabrication, industrial textiles, transport covers, agricultural textile systems, outdoor structures, commercial upholstery and specialised fabricated textile products

2. Key tasks and critical work functions

Key tasks	• Conducting site inspections, measurements and installation assessments • Interpreting drawings, plans and customer specifications • Assessing structural supports, fixing methods and environmental conditions • Specifying appropriate fabrics, reinforcements, hardware and fittings • Calculating fabric quantities, cutting layouts and fabrication requirements • Estimating labour, production and installation costs • Preparing quotations, tenders and technical submissions • Liaising with production teams, suppliers, fabricators and installers • Supporting project scheduling and delivery coordination • Maintaining estimating records, revisions and costing documentation
Critical work functions	• Ensuring technical feasibility and manufacturability of custom textile products • Maintaining accuracy in measurements, material calculations and cost estimates • Supporting commercially viable and profitable project outcomes • Preventing specification, fabrication and installation errors • Supporting efficient workflow between estimating, production and installation teams • Maintaining estimating documentation accuracy and traceability

	- Supporting compliance with customer, safety and operational requirements - Contributing to continuous improvement in estimating systems and fabrication processes
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3. Technical skills

Site assessment and measurement	Conducting inspections, measurements and installation evaluations
Technical specification development	Preparing fabrication specifications, product details and project documentation
Textile systems knowledge	Understanding technical fabrics, reinforcements, hardware and fabrication methods
Material calculation and layout planning	Calculating fabric usage, cutting layouts and material optimisation
Cost estimation and quoting	Preparing labour, material and installation cost estimates
Fabrication process knowledge	Understanding sewn product manufacturing and installation requirements
Standards and compliance	Applying operational, safety and customer standards
Documentation management	Maintaining quotations, revisions and technical records

4. Generic Skills

Analytical thinking	Evaluating technical requirements, costs and production feasibility
Communication	Coordinating with customers, suppliers and operational teams
Problem solving	Resolving technical, costing and installation issues
Teamwork	Working across estimating, fabrication and installation environments
Time management	Managing quotations, tenders and project deadlines
Attention to detail	Maintaining accuracy in specifications, measurements and estimates
Adaptability	Responding to changing customer, site and production requirements
Professionalism	Maintaining technical integrity, confidentiality and customer service standards

5. Emerging skills

Emerging skills	- Digital estimating and project management systems - CAD integration with estimating and fabrication workflows - Sustainable textile materials and lifecycle costing - Advanced technical textiles and coated fabric systems - Automated cutting and digital production integration - Data-driven costing and workflow optimisation technologies
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6. VET Qualifications and Skill Sets

Entry-level preparation	MST30222 Certificate III in Manufactured Textile Products or equivalent
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Advanced development	MST40122 Certificate IV in Textile Design and Technology
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7. Job progression

Possible job progression	Estimator Assistant → Technical Textile Estimator → Senior Estimator → Production or Project Manager → Operations Manager
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8. Classification

Australian Qualifications Framework	Level 3-4
Australian Bureau of Statistics (ABS) Skill Levels	Skill Level 3
Open Source Classification of Occupations for Australia (OSCA)	Technical Textile Estimator - Cut and Sewn Products (Non-Garment TCF Sector)



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