

SSTMC12 Technical Textile Estimator

Disclaimer

These Occupational Frameworks and Skill Profiles have been developed as workforce planning, occupational mapping and skills reference resources for the Australian textile, clothing and footwear (TCF) industry. They are intended to describe the typical functions, responsibilities, skills and capabilities associated with occupations across the industry.

These documents are not intended to replace or override industrial instruments or employment arrangements, including awards, enterprise agreements, employment contracts, position descriptions, classification structures, licensing or regulatory requirements, or other statutory obligations. Where differences arise, the relevant industrial, legislative or regulatory requirements take precedence. The Skill Profiles should be used as complementary reference documents to support workforce planning, career development, training and skills recognition.

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 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. • Computer-aided design (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.
Advanced development	MST40122 Certificate IV in Textile Design and Technology.

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 2.
Open Source Classification of Occupations for Australia (OSCA)	312331 Construction Estimator.



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