

# COMMERCIAL MANAGER



**Cunningham  
Contracts Group**

We are currently seeking an experienced Commercial Manager to join our high performing project team, managing the commercial function

REPORTING TO: **Commercial Director**

## **Roles & Responsibilities**

- Provide strategic input and advice for decision making goals and objectives for your department
- Establish good working relationships with clients and new prospective clients
- Commercially manage several projects in excess of £20m
- Resolving contractual /commercial issues
- Assisting with increase of profitability and turnover targets
- Managing the development and growth of commercial team
- Manage day to day Commercial functions including:
  - Procurement of materials/sub-contracts
  - Contractual matters and disputes – general and project level
  - Variation & Change order process
  - Valuations, interim and final accounts
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- Engage with Commercial Team for individual growth and career path objectives, assessing training requirements and gaps
- Commercial advice to Directors, Contracts Managers and site management team.

## **The Candidate**

Commercial Manager with strong quantity surveying & commercial management background  
Professional qualification in Quantity Surveying/Commercial Management

10+ years' experience in a Quantity Surveyor role on construction projects

- Proven track record in leading and managing staff within a busy surveying department to achieve the key objectives of the department in a timely manner
- Liaise with Commercial & contracts team when dealing with internal stakeholders and client's representatives while on site including attendance at meetings
- Demonstrates an advanced knowledge and understanding of the various forms of contract used in the construction industry (PWC, RIAI, FIDIC, JCT etc.) -
- Ability to critically evaluate commercial and contractual opportunity/risk
- In-depth knowledge and understanding of construction processes, techniques and systems
- Demonstrates commercial awareness – market, competition, value for money
- Strong commercial report writing skills including production of commercial cost claims, dispute substantiation narratives, extension of time claims
- Strong negotiation & conflict management skills and Process oriented with focus on results.
- Process oriented & strong attention to detail