

Construction Category Manager

£650 Per day

Profile

A conscientious and determined senior **Commercial, Project and Procurement Manager** with extensive experience in strategic management gained internationally and in a blue-chip environment. Results oriented and profit-aware, leads from the front, uses proven technical, financial, administrative and strategic management skills to manage and administer multiple projects and contracts from inception to completion; seeks interesting and challenging new roles to fully exploit key skills and competencies with a progressive organisation

Key Skills

- Forging strong working relationships with people at all levels including clients, suppliers, business units and partners
- Formulating and driving effective strategies and plans, combining management flair with well-developed commercial capabilities
- Project Management approach to performance enhancement through improvements in logistics, cost control, value chains; delivering cost and performance efficiencies
- Leading and developing highly motivated, multi-disciplinary teams which identify and achieve key deliverables on time and on budget
- Troubleshooting business problems, including identifying key issues and engineering and driving strategies which improve business performance
- Controlling and directing complex projects with dexterity and determination to deliver tangible results on-time and within budget
- Using excellent management and communication skills to build strong professional relationships
- Excellent negotiating and mediation skills to enact exacting but fair contracts

Professional Memberships

Chartered Institute of Arbitrators

Royal Institute of Chartered Surveyors

Chartered Institute of Purchasing

Education/Qualifications

MBA (Construction and Real Estate) 2003 – 2007

Post Graduate RICS Diploma (Project Management) 2003 - 2007

Post Graduate Diploma (Engineering Management) 1994 - 1996

Diploma (Quantity Surveying) 1989 - 1996

Diploma (Construction Management) 1989 – 1996

Trade Certificate Carpentry 1981 - 1985

Post Graduate Diploma ADR & Mediation -London

Career History

Professional Consultant 1997 to Date

Company Director

Relocated to the UK and established professional consultancy to pursue stimulating consultancy work and interface with leading agencies and consultancies in specified fields

Undertook a number of prestigious and challenging international and UK assignments:

Global Sourcing Department

Financial Services Retail Bank Current

Global Sourcing Manager

Global Strategic Sourcing Manager

Strategic transitioning to centralised commercial and sourcing model.

Currently managing the following categories;

- Corporate Projects £100 - £200million PA (*Dynamic ABNO*)
- Utilities £33 million PA
- Real Estate £344 million PA

Tertiary Support function

;

- Engineering support; specifically new Data Centres (x2 £260million)
- Branch of the Future (£1.2 Billion - 3yr programme)

Financial Services - Worlds Principal Investment Bank March 2006 to March 2007

Construction Sourcing Manager/Expert Global Sourcing

Undertook the role of the Executive Client to ensure best value in Sourcing and procurement of construction based commodities and professional services, (1.2bn of UK construction sourcing activity).

- Devised and implemented major procurement and contracting strategies in conjunction with executive internal and external stakeholders
- Primary function Sourcing UK and European construction category and interfacing with the Design, Construction, Real Estate, Multi Media Departments
- European Multi Media Category Management
- Tertiary support on implementation of Gemini IT platform (£600million Data Centres)
- Support function (*primarily contracting strategy*) for expansion of EMEA Real Estate portfolio (£30million)
- Managed construction category for new-build, fit-out and Canary Wharf Campus reconfiguration
- Core focus on fast-tracked fit-out of European HQ (£300million)
- Supporting Project Executive on achieving Vfm and governance on key contractual and commercial considerations

FTSE100 Leading Global Telecommunications Co March 2005-February 2006

Replaced Procurement Director (Civil Infrastructure)

• Programme and Procurement; Managed Network infrastructure, Key Strategic Supplier Relationship Management

- Successfully concluded multiple contract and tariff SLA and commercial negotiations
- Undertook appraisals of:
 - Strategic procurement and policy implementation
 - Category and Vendor Current State Analysis
 - Investment appraisal and business case cost benefit analysis
 - Supply chain cash flows, spending profiles and value management.
- Network Infrastructure (£30m CAPEX categories and £250m OPEX) with 4 frontline reports
- Controlled merger and integration of LAN Services (£70m turnover) following acquisition and identified and realised Month on Month savings exceeding £1 m
- Managed procurement and commercial aspects for major capital projects including:
 - Internet infrastructure (utilising Outsource Model)
 - NGO Network and Satellite Earth Station renewals
 - European M&E Operations Maintenance and Real Estate portfolios

Principal UK PPP Consortium

Public/Private Sector Partnership August 2004-March 2005

Procurement- Category Manager M&E (Lifts and Escalators)

- Managed strategic procurement of escalator portfolio and assisted in programme management

- Maintenance transaction: 20 year OPEX, £65m BCV and £20m SSL
- Capital Works transaction: £45m and £30m SSL
- Undertook Strategic Business Planning value engineering and cash-flow, contract and commercial analyst
- Controlled Risk Management and Quantitative Risk Assessment Programs
- Identified £60m budget discrepancies in Business Plan and successfully re-engineered OPEX and CAPEX transactions and programme, whilst maintaining professional relationships
- Managed investment appraisals, Board Presentations, strategic and tactical procurement

Public/Private Sector Network Infrastructure March 2003-July 2004

Programme Commercial Manager

- Commercial and Procurement Manager for Southern Region Tunnels portfolio specifically; Strood and Higham Tunnel Project with 4-strong team
- Delivered strategic and tactical procurement commercial and supply chain management
- Undertook investment, risk appraisals systems audits, cash-flow EVA and spend profile management
- Managed stage gate reviews/audits and programmed procurement and contract works

3 Billion Pound Infrastructure Upgrade April 2002-March 2003

S Strategic implementation of procurement process for £70m Underground Station Project

S Revised implemented and managed procurement and works programme strategies

S Successfully aligned XXX and YYY procedures in procurement strategies

- Undertook tender document and contract negotiations
- Delivered risk assessment and management compliant with Group and Line Standard and operating procedures

Transitional Instrument for Underground Privatisation May 2001-April 2002

Signals Contract Commercial and Procurement Manager

- Managed pre-contract and post-contract Signalling and Communications Category procurement contract and commercial management in accordance with company procedures
- Chaired contract review meeting managing and mediating PPP Contract implementation
- Prepared and delivered Procurement Plans and Cost Value Analyses, Cost Reporting, Cost and Programme Evaluations, CPAFs, derogated submissions and OJEC notices
- Managed all commercial administration for Northern and Piccadilly Line Maintenance Contracts

Large Multinational Civil Engineering Contractor June 2000-May 2001

Regional Commercial Manager Southern Area Rail Maintenance

- Managed Portfolio of 52 contracts outside the scope of head RT1A Contract
- Led 4 strong team of Quantity Surveyors and interfaced with Ops Team
- Undertook all logistics commercial and contract management tasks:
 - Prepared and submitted Financial Reports
 - Implemented performance metrics KPI
 - Evaluated and prepared contracts and set works systems

Jubilee Line Extension

Underground Infrastructure Upgrade August 1998-June 2000

Professional Managing Quantity Surveyor

- Provided full surveying and re-measuring surface civil component for £320m London Bridge Project
- Produced and managed Bills of Quantities
- Negotiated and agreed final accounts

International Professional Quantity Surveying Practise May-August 1998

Cost Consultant

- Provided professional QS services for £120m projects including 5* Canary Wharf Hotel
- Devised cost plans and procurement strategies
- Negotiations and commercial management
- Reviewed and agreed contract documents and undertook claims review and presentation

Large Multinational German Civil Engineering Contractor February-May 1998

Claims Quantity Surveyor

- Undertook QS duties, valuation and prepared loss and expense claims for £15m Executive Residential Project

Utilities Services Contractor

Commercial Manager

- Croydon Tramlink programme works reconciliation and cost recovery
- Setup management systems for XXX to recover £3 million of lost cost recovery

(Australia)

Leading Australian Engineering Company & Service Provider *October 1997-February 1998*

Management Consultant

- National Fibre Optic Cable Rollout in New Zealand Provided Cost Planning Commercial Management and setup management systems for \$30m Fibre-Optic Cable Project including Project evaluation, market and vendor appraisals and client liaison

Earlier Career

Project Management Consultancy (NZ)

-Project Commercial& Programme Manager 1995-1997

- New Zealand's pre-eminent Project Management Consultancy

Construction company(NZ)

-Contract and Commercial Manager 1993-1995

- New Zealand's second largest construction company

Steel and Construction company (NZ)

-Commercial/Programme Manager 1992-1993

- Structural Steel Fabricator and Construction Company

Construction Company (NZ)

-Independent Contractor 1991-1992

- Light Industrial Construction

Full Time Student/Athlete

1990-1991

Construction company

Construction/EngineeringCadetship 1987-1990

Building Apprenticeship

1983-1987

Interests

Former member of British TA Parachute Regiment and SAS and ex-professional tri-athlete; team sports (especially rugby), chess, management sciences and quality time with my family