

Commercial Manager (Civils/Construction)

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Company: AGM Construction Recruitment

Location: United Kingdom

Category: other-general

Our client is a prominent player in the civil engineering and construction industry, dedicated to delivering innovative and sustainable projects throughout Cumbria and its surrounding regions. Our commitment to excellence, safety, and client satisfaction has positioned us as a leader in the field.

Job Overview: We are currently seeking a highly skilled and motivated Commercial Manager to join our team. The successful candidate will play a crucial role in managing the commercial aspects of our projects, ensuring profitability, and maintaining strong client relationships.

Key Responsibilities:

Commercial Strategy: Develop and execute the commercial strategy for projects, including cost control, pricing, and profitability analysis.

Contract Management Oversee contract negotiations and administration, ensuring compliance with legal and contractual obligations.

Financial Management Manage project budgets, monitor costs, and implement cost-saving measures.

Client Relations: Foster positive client relationships, understand their needs, and provide solutions to meet their requirements.

Risk Assessment: Identify and mitigate potential commercial risks and issues.

Procurement: Oversee procurement activities, including supplier negotiations and selection.

Team Leadership: Lead and mentor a team of commercial professionals.

Reporting: Prepare and present regular financial and commercial reports to senior management.

Compliance: Ensure compliance with regulatory requirements and industry standards.

Qualifications:

Bachelor's degree in Business, Finance, or a related field (Master's preferred).

Proven experience as a Commercial Manager in the civil engineering and construction sector.

Strong financial acumen and analytical skills.

Excellent negotiation and contract management abilities.

Effective leadership and team management skills.

Exceptional communication and interpersonal skills.

Proficiency in project management software and financial tools.

Knowledge of relevant laws and regulations.

Relevant certifications (e.g., CIPS, RICS) a plus.

Benefits:

Competitive salary and remuneration package, negotiable based on experience.

Opportunities for career advancement and professional development.

Supportive and collaborative work environment.

Health and wellness programs.

Company-sponsored training and continuous learning.

Recognition and rewards programs.

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