

Commercial Manager**Location:** Derby, DE21 4TS**Hours:** 8.30am – 5.30pm Monday to Friday.**Reporting to:** Sales Director**Reportees:** 3x Quantity Surveyors and 4 sales estimators**Salary:** Competitive Salary, plus car allowance**Benefits:**

- 29 days holiday including bank holidays
- Contributory pension scheme and life assurance
- New purpose build modern building and working environment
- Free car parking

We operate at a highly efficient and professional level with no compromise for quality, safety and health. The longevity of the business will be secured by these attributes.

Due to continued success, we are currently looking to recruit a Commercial Manager. The successful candidate will be based at the Derby Office and responsible for all commercial functions. Working with the Board of Directors and Senior Managers to assist, develop and implement overall strategy, growth and profitability.

Job Role & responsibilities:

- Developing processes and control measures designed to minimise risk and maximise operational performance of contracts.
- Commercially reviewing bids, with particular focus on payment mechanisms, event of default clause, termination thresholds and any schedules with significant Operational risk/impact.
 - Assisting in finalising conditions of contract for new projects
 - Providing surveying support on assigned contracts
 - Management/mentoring/training of the team of Quantity Surveyors and Sales Bid teams.
 - Leading on negotiations and dispute/claim resolutions
 - Preparing and or providing advice on the preparation of variations to contract
 - Establishment of workload targets and deadlines for the surveying team and maintaining delivery against these
 - Liaising with external solicitors as and when required

Key Skills and Qualifications:**Essential:**

- Commercial Management experience over a number of years.
- Strong Contractual knowledge.
- Be able to anticipate problems and ensure early intervention.
- Possess strong commercial negotiation skills.
- Business and Strategic awareness.

Desirable:

- Holds the relevant qualifications (i.e. Quantity Surveying and Commercial Management, ideally RICS qualified.)
- Knowledge of structural steelwork and associated subtrades.

To apply please send your CV and covering letter to jobs@robinsons.com