**Andrew Commercial Manager/Director**

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**Personal Statement**

A highly accomplished **Commercial Director/Senior Commercial Manager** offering **27+** years of experience in Commercial Management, Contract Administration, Project Management, and negotiation in the construction industry.

* Expertise in Directing and Managing multi-functional/discipline teams.
* Adept at corporate restructuring and Departmental level management.
* Expertise in client relationship management, political negotiation, adjudication, dispute resolution, contract law and procurement including Design and Build, Cost Plus, Traditional and Construction Management.
* Demonstrable record of accomplishments in managing particularly difficult main contractor termination processes on major projects.
* Demonstrable experiences in corporate/group/company re-structuring and organization.
* Adept at evaluating complex information with strong problem solving aptitude, focused with a result orientated attitude culminating in successfully achieving major cost savings, risk management and high client satisfaction.
* Energetic and goal oriented with a genuine passion for Commercial Director/Management roles with a well-rounded background in supporting progressive organizations in improving performance and development growth.
* Exceptional leadership and management skills, with widespread involvement in commercial management, as well as capability to develop client relationships and an outbound team player committed to team accomplishment.
* Approved RICS Assessor and Mentor to candidates. Active lecturer/trainer

**Core Competencies**

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| * Commercial Direction | * Training & Development | * Analytical & Contractual Aids |
| * Contract Administration | * Pre-Contract Procurement | * External Works/Infrastructure |
| * Procurement Strategies * Approved RICS assessor * Interiors & Refurbishment | * Team Building & Leadership * Major Civils’ works * Corporate/company restructuring | * Problem Analysis & Resolution * Strategic & Managerial Skills * Metro & Rail lines/Major Stations |

**Key Skills Assessments**

* Strong International experience gained in the Middle East, Europe, UK and Africa throughout the EMEA region on multiple projects in multiple countries.
* Possesses a deep knowledge in Commercial Directorship/Management gained Worldwide on successful projects ranging from major Rail Station projects, Metro Lines and Train Stations to Fit-Out, Retail, Refurbishment, New Build, High Rise buildings and Conservation works on buildings and construction projects.
* Operated as an internationally professionally qualified Quantity Surveyor, Senior Commercial Manager and Commercial Director. Involvement in all aspects of commercial management from feasibility budget estimating, on site contract administration to final account settlement, dispute resolution and claims settlement, supported with strong cost control and cost management experience.
* Developed financial models to facilitate corporate sponsors and client decisions to protect business interests ranging from feasibility studies, cash flow projections, financial development models, and capital allowances, risk management, claims settlement and general legal issues.

**Professional Experience**

**Redco Construction Almana (contractor)** • Doha, State of Qatar• 2016 - Present

**Commercial Director**

Direct all the functions related to accomplish the commercial activities with the group of company’s organization, including the management of consultants and end user organizations across the group. Restructured and Developed the commercial management policy and procedures for the group of companies. Formulated final contract document reviews and acceptance by legal, in-house department as well as communicate with corporate legal, commercial and finance entities.

Successfully spearheaded all company corporate change management functions. Acted as a part of board advisors and maintain abreast of new legislation, government policy, best practice and relevant external factors relevant to commercial and contracting activity. Ensured effective audit and performance management mechanisms and frequently delivered contract and commercial presentations to management team. Successfully directed the tender process (contracts) from commencement to completion for the appointment of sub-contractors.

Presented as Commercial Director and performed functions in commercial management which included the control and management of the commercial department team.

* Prepared and developed corporate procedures including protocols for certification/invoicing/claims management and inter-departmental work flows.
* Proficiently exchanged and approved contractual terms and conditions for the successful appointment of all new sub-contractors, MEP sub-contractors and new design teams in an efficient manner.
* Improved client standard contract terms and conditions and formulated bespoke contract documents and changed the procurement from design and build to red book. (and reverse).
* Headed and organized all authoritative operations and exact professional instruction on complex commercial and contractual matters pertaining to the entire company, including project and development.
* Prompted and ensured projects continued compliance with commercial policies and procedures, through training, raising awareness, monitoring, governance and audit processes in commercial management operations.

**EGIS** • Doha, State of Qatar• 2015 - 2016

**Senior Commercial Manager**

Directed all the functions related to accomplish the commercial activities with the project organization, including the management of consultants and end user organizations. Developed the procurement policy and procedures for the client team during dangerous project activity segments. Formulated final contract document review and acceptance by legal, end-user department and contractor as well as communicate with corporate legal, commercial and finance entities.

Spearheaded all the project contractual correspondence and evaluation of all other correspondence for compliance and contractual content. Acted as a part of PMC and maintain abreast of new legislation, government policy, best practice and relevant external factors relevant to procurement and contracting activity. Ensure effective audit and performance management mechanisms and frequently deliver contract and commercial presentations to management. Successfully direct the tender process from commencement to completion for the appointment of an interim contractor following termination of the aforementioned main contractor.

* Presented as a Senior Commercial Manager and performed functions in commercial management which included, control the commercial team by a difficult dissolution of the main contractor process on a **5.9 Billion** QAR project.
* Proficiently exchanged and approved contractual terms and conditions for the successful appointment of a new main contractor, MEP sub-contractors and new design teams in an efficient manner.
* Improved client standard contract terms and conditions and formulate bespoke contract documents change the procurement form design and build to red book on a major project.
* Headed and organized all authoritative operations and exact professional instruction on complex commercial and contractual matters pertaining to the entire project and development.
* Prompted project continued compliance with commercial policies and procedures, through training, raising awareness, monitoring, governance and audit processes in commercial management operations.

**FAITHFUL & GOULD** • Doha, State of Qatar • 2013 - 2015

**Commercial Manager**

Directly reported to the main board Directors as Commercial Manager actively managed and coordinated all aspects of a financial substances of suppliers and sub-contractor’s procurement of suppliers and sub-contractors, forecasting, estimating, contract administration, contract litigations, executed new procedures and financial controls, resourced and arranged bids in accordance with contract policies, procedures and guidelines.

* Played a significant role as a Commercial Manager on The Pearl development and fit out projects including the completion and fit out of x4 number 25 story high rise residential buildings.
* Strategically managed a team of Quantity Surveyors of all levels of experience, project planners and various support staff; all established on site at The Pearl, Doha together with support staff at HQ.
* Accountable for the negotiation and settlement of the major claims of the contractors for loss and expenses form of contracts FIDIC and client bespoke, with value circa 850,000,000 QAR accomplished role including, spectrum of commercial management from Pre-Contract procurement on particular projects.

**THE WAGSTAFF INTERIORS GROUP** • Tannery, Kirkstall • 2009 - 2013

**Senior Commercial Manager**

Planned and devised monthly quantity reporting to the main board Directors as Senior Commercial Manager, distributing with all characteristics of financial matters ranging from procurement of suppliers and sub-contractors, forecasting, estimating, contract administration, contract litigations, implemented new procedures and fiscal controls.

* Operated as a lead Project Manager on various refurbishments and fit out projects including; the redevelopment of Youth Hostels in York and the Lake District, the redevelopment of Halls of Residence at the University of Northampton, the refit of Scottish Water HQ in Dunfermline Scotland, several retails and hospitality projects including hotels, bars and restaurants.; e.g. Whiskey on the Mound, The Champagne Bar, The Royal Scot Hotel.

**ARX CONSTRUCTION LTD** • Edinburgh, Scotland • 2002 - 2009

**Senior Commercial Manager**

Created awareness of the commercial management of various projects throughout England and Scotland including office refurbishments for government bodies and private clients, child day care Centers, nurseries, and public houses refurbishments in addition to manor house refurbishments and domestic house building, interior office fit out projects, leisure refurbishments, and historic buildings including Roslyn Chapel Edinburgh.

* Proactively coped with authoritative and accurate professional advice on complex commercial and contractual matters pertaining to the entire project life cycle costing and development in well efficient manner.
* **AT&T/LUCENT TECHNOLOGY/NCR** • Europe, Middle East & Africa, 1993 - 1999

**SENIOR COMMERCIAL/Project Manager**

Successfully managed a real-estate portfolio rationalization through to the EMEA region resulting in a P&L benefit of 50 million USD per annum.

* Successfully delivered various projects including, Rationalization of England HQ, London, Zurich HQ Switzerland, Zimbabwe HQ Harare, Italy HQ Milan, Spain HQ Madrid, Denmark HQ Copenhagen, France HQ. Massey, Polish HQ Warsaw, German HQ Munich and Augsburg.

**Additional Experience**

**HOK INTERNATIONAL** • London • 1993

**Commercial Manager/Quantity Surveyor**

**FAITHFUL & GOULD** • Edinburgh, Scotland • 1991 - 1993

**Senior Quantity Surveyor**

**MDA, WESTMINSTER** • London • 1989 - 1991

**Quantity Surveyor**

**Education & Qualifications**

**FRICS** Royal Institution of Chartered Surveyors, member since **1992**, United Kingdom

**MCIOB** Chartered Institute of Building, **2016**, United Kingdom

**LLM**, Construction Law and Practice, **2017**

Salford, United Kingdom.

**BSc (Hons),** Building, Economics & Quantity Surveying, Second (2:1), **Jul 1989**

Heriot Watt - Edinburgh, United Kingdom

In-house management training courses

On-going CPD – Continuous, On-going H&S courses

**Certifications**

**LLM** - Construction Law and Practice Salford University, United Kingdom, **2017**

**MCIOB** Chartered Institute of Building, United Kingdom, **2015**

**FRICS** Royal Institution of Chartered Surveyors, United Kingdom, member since **1992**

**IT Skills**

Microsoft - Full suite of packages, MS Project. Bentley, AutoCAD, Aconex, data management systems and most software packages