

## **Part Time Commercial Manager**

We are seeking a part-time Commercial Manager to provide professional support to Operational Management in bidding for new work and protecting the integrity of margins and contribution levels on all projects/jobs

### **Key Tasks:**

- Analyse T's & C's on all bid documents to ensure we get best deals into pricing
- Review all existing Commercial Procedures and then revise or introduce new procedures which satisfactorily support the business and meet best practice and audit criteria
- Assess vulnerability to laws of other countries when bidding for contracts/jobs in overseas locations
- Review and improve all existing Imes T's& C's
- Work within Client T's & C's when subcontracting work to eliminate or reduce commercial exposure
- Ensure continual update of Estimating Tool
- Ensure that all margins/contributions in new bids are aligned with Engineering Services standard and meet budget and business plan requirements
- Act as conduit to Finance around integrity of all margins and contributions on all jobs and projects.
- Assist Operations Managers to deliver budgeted contributions and clearly highlight serious variances

### **Experience:**

Would suit a highly experienced former Cost/Contracts Engineer with excellent commercial skills and business sense. A proven ability for delivering on projects combined with an understanding of the interconnectivity and interdependency of various business units. Able to provide detailed analysis of project data, identifying and dealing with contract irregularities combined with scrutiny of invoice quality and integrity to ensure that all costs are recovered. Ability to identify and establish reasons for margin erosion. Keen focus on challenge of non-conformance or contract performance issues.

The ideal candidate will have previous experience at senior level in a similar role, in a technical environment within marine or oil & gas markets. Steady and reliable individual with excellent attention to detail, ability to demonstrate effective business development and commercial acumen.