**Business Unit Manager, Eastern Region**

**The Role:**

A senior management position in Eastern Region to create and sustain a business unit outside of, but complimentary to the Anglian Water work programmes. The role involves the full spectrum of activities as more fully described in Barhale’s operating matrix and will include winning, doing and getting paid for work, sourcing, training and retaining the delivery team(s) and generally executing the external works strategy for the region. This is a full operational role and an opportunity for an ambitious leader to create and grow a discrete operating entity.

**Key Responsibilities:**

**Business development**

Raise the profile of Barhale in East Anglia with both potential clients and partner organisations. Gather intelligence on future investments and opportunities in Barhale’s strategic sectors of Water, Transportation, Energy and Built Environment and position Barhale to compete and win.

**Tendering**

Working with the Regional Director, decide which opportunities to invest in tendering. Lead and manage the tendering process and participate in tender adjudications and post tender client negotiations.

**Delivery**

Oversee and control the management of all phases of the project lifecycle, from pre-construction (including design activities as required) into construction/assembly phase and through to commissioning, handover and ongoing client care. Recruit and grow a dedicated team of staff and workforce to deliver the works programme fully in compliance with Barhale’s 3 pillar performance metrics, including commercial and financial accountability

**Leadership**

Join the Eastern Region leadership team and contribute to setting regional strategy, improvement plans and other regional initiatives

**Key measures & targets:**

Budget targets will be set each year, with year-on-year growth factored in. the Current target is to grow the Anglian Water work in the region to £10M by 2021/22

Barhale also operate a series of KPIs linked to our 3 pillar model which provides targets for safety, environmental, profit, customer and people performance

**Key relationships:**

Reporting to the Regional Director. Other key regional relationships include the Regional Commercial Manager and Regional Operations Manager. Other relationships include Barhale’s Head of Proposals, Head of Engineering and Head of SHEQ

**Person Specification:**

The successful candidate is likely to meet all of the following criteria:

**Essential**

Proven track record in managing a sustainable business unit or profit centre in civil engineering sector

Commercial acumen and profit motivation

Ability to build a team

**Desirable**

Good contacts and relationships in infrastructure sector in East Anglia

**Benefits:**

As well as offering a competitive salary, remuneration for this role includes flexible benefits, which provides a range of guaranteed benefits including but not limited to:

* Company car/car allowance
* 10% Company pension contribution
* Life Assurance at 4 x notional salary
* Family private medical cover
* Permanent Health Cover

**About Barhale:**

Barhale is one of the largest privately owned infrastructure specialists in the UK and was originally formed in 1980 as a specialist tunnelling contractor diversifying over the years into various civil engineering areas. Barhale works UK-wide across the water, transport, energy and developer services sectors providing design, construction and maintenance services under long-term contracts, with blue-chip public, regulated and private clients. The company employs over 600 people in the UK, has an annual turnover of £120m and a distinctive set of values that are fundamental to our approach to business sustainability.

Our business activity is carried out for the following principal sectors:

**Water:** Civil Engineering, Tunnelling, Pipelines and Utilities

**Transport**: Rail, Aviation, Waterways, Highways and Bridges

**Energy:** Power Generation, Power Transmission and Distribution, Waste

**Developer Services**: Civil Engineering across private sector developers UK wide

**Specialist Businesses**: Tunnelling, Mechanical and Electrical and Barhale Construction Services (BCS Group)

**How to apply:**

Please send your current CV and covering email outlining your suitability for the role and quoting the reference number to [careers@barhale.co.uk](mailto:careers@barhale.co.uk).

We are an equal opportunities employer. We are determined that no job applicant or employee receives less favourable treatment on the grounds of sex, pregnancy or maternity, gender re-assignment, sexual orientation, religion or belief, marriage or civil partnership, age, race or disability. All information will remain confidential to Barhale and will be handled in accordance with the requirements of the Data Protection Act.