

# come and work with us



## Commercial Manager - Water

### The Role:

Accountable for the commercial performance and delivery of the Water Capital Programme of Works with an AMP7 regulatory period valuation of over £0.5bn, reporting directly to the Head of Water Operations. As a member of the @one Alliance Senior Commercial Leadership Team you will report functionally to the Head of Commercial and influence the businesses outperformance across commercial, finance estimating, procurement and programme management. Leading the Water Commercial team you will develop commercial, management and leadership skills and awareness within your team, driving positive commercial behaviours across the business. You and your team will maximise the financial and commercial interests of projects across the project by managing and controlling all commercial activities throughout the life cycle of a project, on and off site, including; commercial risk, supply chain, contract management, change management, expenditure, delivery on time and outperformance opportunities

### Key Responsibilities:

#### Team

Be an integral part of the senior leadership team for the business unit, providing front line commercial support. Building strong relationships with the business unit team and the key stakeholders for the alliance. Support and influence the health & safety culture within the @one Alliance. Accountable for the continued development and succession planning of you and your commercial team.

#### Contract Manager/Governance

Ensuring high standards of contract management with the client and the supply chain. Working closely with Anglian Water's Contract Management and Commercial Assurance Team ensuring robust and lean contract management processes are in place and adhered to. Managing Anglian Water's project governance, ensuring projects never expend above their governance levels by managing change, risk and opportunities through your team. Building positive relationships with the @one Alliance supply chain, driving incentivised outperformance with our framework contractors, ensuring they are supported in upholding their contractual requirements of notifying early warnings, submitting timely programmes, cost to complete forecasts and applications. Review and approve high quality contracts that set out clear works information and contractual terms that ensure the client, the Alliance partners and the supply chain are clear of their liabilities and obligations under the contract.

#### Cost Value Reconciliation

Accountable for the Water programme's budget, expenditure profile and forecast. Reporting monthly to the Head of Commercial and the Head of Finance, demonstrating the accuracy of month on month expenditure forecasting, risk & opportunity management and TOTEX commercial performance on a project by project basis. This will be achieved by the implementation and continued improvement of standardised commercial management processes including, project workbooks, on site commercial inductions and performance boards, contract and supply chain management processes as well as a clear commercial team on site presence.

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## Delivery on Time

You and your team will play a key role in ensuring all projects meet their Delivery Milestone deliverables and deadlines. This support will be key in ensuring efficiencies are made at every point of the Delivery Milestone process, from optioneering, through detailed design, assembly, completion, final account and close out following the projects defect period.

Meeting these dates is essential in minimising cost, meeting key client reportable targets and remaining within governance, but more importantly ensures the pressures of time are not put on the construction team and supply chain in the assembly stage. This will ensure this stage is efficient with the best opportunity to minimise project risk and optimise project opportunities but most of all safe.

## Transformation

Actively leading the continual improvement of the @one Alliance commercial processes, with development of automated reporting. Develop and deliver the AMP7 White book savings to deliver shareholder expectations. Challenge and recommend actions to achieve and improve efficiencies, and create an environment of outperformance.

## Key relationships:

- Alliance SLT
- Commercial and Finance Leads
- Alliance Commercial, Finance, Estimating, Programme Management and Procurement Team
- General Managers
- Project Managers
- Anglian Water Commercial Assurance Team

## Person Specification:

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

### Essential

- Qualified to degree level in a relevant discipline
- Experience from working for a Principle Contractor
- In depth commercial and financial process & systems understanding, preferably in a contracting environment, of large scale multi million pound capital construction projects
- In depth knowledge and experience in managing NEC3 PSC and ECC contracts with the client and the supply chain, with emphasis on Option C
- Proven ability in delivering business objectives at a strategic level
- Proven experience in developing best practice
- Ability to shape the future @one commercial delivery strategy
- Innovative & Proactive
- Flexible and can demonstrate people leadership experience
- Able to manage pressure, meet strict deadlines, have an ability to challenge commercial, finance and operational management at all levels
- Excellent communication skills, including the ability to communicate financial information to non-financial managers and teams
- Can clearly communicate the strategy and provide direction
- Strong motivational skills

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- Ability to deliver quality outputs within tight deadlines
- Excellent team player
- Takes personal responsibility for continually improving own knowledge, skills and networks.

## Desirable

- Experience of managing large commercial teams delivering project programmes in excess of £50m/annum
- Professional commercial qualification i.e. RICS/ ICES/ CIOB

## 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:

- 5% Company pension contribution
- Life Assurance at 2 x notional salary
- Single persons 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.