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Commercial Director

The Role:

We are looking for a highly experienced Commercial Director to join the senior leadership team at Barhale Ltd. This is a challenging role where you will lead on all commercial activities and will be proactive in identifying commercial risks and resolution.

Reporting into the CEO, this role will involve developing and implementing the commercial strategy and then developing and managing the commercial activities that will ensure the strategy is successfully delivered. There will be regular communication and interaction with business leaders, commercial teams and external stakeholders. You will also work closely with the Work Winning team to advise on commercial terms and bid strategy through an in-depth understanding of the competitive environment.

We are proud of our capabilities which enable us to provide a full range of civil engineering services that are responsive to the individual needs of our customers. We believe customers appreciate our dedication to deliver a truly personal and focused service and to work in a collaborative way. During 35 years of successful trading, we have developed defined management skills which are at the heart of our capability and enable us to provide our customers with an exemplary service. We have a clear and longstanding set of embedded values and in order to be considered for this role it is essential that you meet the following criteria.

Person Specification:

- Demonstrable track record as a Commercial Director in Civil Engineering contracting.
- Demonstrable experience and in-depth knowledge of Civil Engineering and Infrastructure.
- Quantity Surveying (or similar legal/commercial) qualification.
- Professional accreditation - i.e. Member of the Royal Institute of Chartered Surveyors or Institution of Civil Engineering Surveyors.
- It will be advantageous for candidates who can show project management experience of large scale civil engineering works.
- Demonstrable experience of commercial management, commercial strategy, negotiation and dispute resolution.
- An approach that is compatible with Barhale's values and fosters long-term, sustainable and collaborative relationships with clients.

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

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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.

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.