

# come and work with us



## Commercial Manager

### The Role:

The Commercial Manager is required to ensure that all commercial aspects of the projects under their remit are properly managed and controlled, and that commercial strategy is developed and delivered in accordance with the requirements of the business.

### Key Responsibilities:

#### Management of Commercial Team

- Carry out recruitment and selection of Commercial team
- Provide assistance, support and guidance on all commercial issues within the projects and ensure that commercial staff attain their maximum potential
- Develop and expand the commercial knowledge of the commercial team
- Review all commercial plans to deliver maximum margin
- Provide contractual advice during the tendering process
- Identify improvements to commercial procedures
- Manage the monthly commercial audit process
- Manage mediation/adjudication claims
- Ensure the subcontract process is administered correctly to protect the Company

#### Reporting

- Complete monthly review of contract results and performance
- Carry out cashflow and Work in Progress reporting
- Manage CVRs on a monthly basis to satisfy the requirements of the Business Unit/Company and provide any other reports which may be required
- Ensure compliance with corporate governance
- Manage and review cost to complete forecasts

#### Valuation and cash collection

- Ensure all valuations are submitted on time
- Maximise monthly valuations
- Ensure timely collection of cash
- Deal with claims preparation, final account negotiation and settlement
- Manage the compensation event process including timely submission with cost information

#### Audit and governance

- Ensure full compliance with Company commercial procedures and corporate governance requirements
- Carry out audits on regional contracts

### Key measures & targets:

- Cash Collection/Work in Progress reports
- Contract Margin/Management of business risks
- Timely final accounting to maximise margin

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The Barhale logo features a stylized 'B' icon followed by the word 'Barhale' in a bold, sans-serif font. The background of the top of the page is a photograph of two construction workers in high-visibility orange and yellow gear, with the Barhale logo visible on their clothing.

## **Key relationships:**

Regional Managers  
Commercial Director  
Commercial Team

## **Person Specification:**

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

### **Essential**

Management of a team of quantity surveyors, costing staff and project planners  
Degree qualified, or equivalent  
Experience of development and implementation of procedures  
Civil engineering works experience, including utilities  
Knowledge of a wide range of contract conditions  
Strong contractual experience  
Excellent IT skills and knowledge of relevant software  
Ability to solve problems efficiently  
Excellent interpersonal and networking skills, with the ability to communicate effectively with all levels of personnel  
Ability to effectively prioritise a busy workload and meet project deadlines  
Evidence new ways of thinking which deliver benefits  
Ability to influence others

### **Desirable**

Member of RICS or other relevant professional body, or working towards

### **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
- 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

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**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.