

Job title	Commercial Manager
Reporting to	Commercial Director
Location	North West
Job summary	<p>Svella Connect is a leading provider of telecoms and digital infrastructure, building and installing high-speed broadband networks to help connect businesses and residents with full-fibre internet. With depots in Warrington, Leeds and Huthwaite, Nottinghamshire, we are a leading contractor for telecoms and internet providers such as Virgin Media and Openreach – and carry out a range of projects across Yorkshire, Midlands and the North West.</p> <p>Our vision is to be the employer of choice in the industry by investing in long-term growth, introducing technology, innovation and developing efficient ways of working to ensure excellent service for our clients and their customers.</p> <p>The Commercial Manager’s day to day task include but not limited to:</p> <p>Contract Management</p> <ul style="list-style-type: none"> • Ensuring all contract requirements are strictly adhered to by the commercial/delivery teams • Early identification of risks leading to impact/likelihood mitigation or reduction • Management of the NEC3 ECC or TSC contracts with the client • Robust EWN management • Managing notification and quotations of CEs leading to cost and time recovery • Management of the Cl.31 programme with the Operations team • Lead and guide the operations team to adhere to all contractual requirements • Manage subcontractors • Full contract administration of the NEC3 contract, ensuring all delay damages/financial risk is mitigated prior to disputes arising • Dispute avoidance/management <p>Financial Management</p> <ul style="list-style-type: none"> • Cost Value Reconciliations- understand and explain all elements of the CVR • Weekly P&L development – work with the Commercial Director and Finance Director to compile accurate weekly P&Ls • Management of Application for Payment to the Client • Management of Assessment of AfPs for Subcontractors • Accountability for conversion of WIP into Applications, and ultimately to cash receipts • Lead on maximising value and minimising costs for the project • Development of forecast of monthly, quarterly and annual revenue and budgets • Reporting Actuals v Budget • Capture of full value and conversion to cash • Minimise WIP/Debt position – regularly reporting current position against internal KPIs • Minimise/mitigate total risk exposure <p>General</p> <ul style="list-style-type: none"> • Lead on building strong client relationships and internal relationships with key stakeholders

	<ul style="list-style-type: none"> • Ensure that the delivery team are briefed and have sufficient commercial support to monitor and react to budget variances • Procurement of subcontract resource, materials and equipment
<p>Skills, qualifications and experience required</p>	<ul style="list-style-type: none"> • BSc or MSc in Quantity Surveying or construction/finance related profession • Strong finance experience with proven senior level financial planning / analysis, commercial finance or accounting experience is required. • MRICS or MCIInstCES preferred • NEC3/NEC4 Project Managers Accreditation preferred • Commercial and contractual awareness with a proven track record of success • Highly IT literate and proficient with Excel • Highly organised and self-motivated individual • Excellent communication skills with internal stakeholders and external clients • Ability to organise yourself and others workload
<p>Salary & Benefits</p>	<p>For the right candidates we offer an attractive benefits package in a rapidly expanding forward thinking company. Competitive salary depending upon experience and qualifications.</p> <p>Salary = Competitive</p> <p>Benefits = Pension 3% employee contribution/5% employer 25 days holiday plus statutory Training and ongoing development Health Care (Vitality)</p>
<p>Applications</p>	<p>All applications in writing, including full CV to: recruitment@svellaconnect.com</p> <p>At Svella, we are committed to creating inclusive opportunities for all our employees. We encourage applicants from all backgrounds to reflect the communities in which we operate and serve, and the customers we support. Please do let us know should you require any reasonable adjustments during any part of the application process.</p>