OUR VISION

'TO BE A COMPANY PEOPLE ASPIRE TO WORK FOR, WHERE WE WILL ALWAYS DELIVER THE BEST EXPERIENCE FOR OUR CUSTOMERS'.

ROLE DESCRIPTION

TITLE
SENIOR QUANTITY SURVEYOR

REPORTING TO
COMMERCIAL MANAGER

TEAM
DIVISIONAL

FUNCTION
COMMERCIAL

JOB PURPOSE & CONTRIBUTION TO THE ORGANISATION
Deliver sustainable, profitable growth by minimising risks, maximising opportunities and avoiding disputes across projects.
Manage both commercial and contractual aspects of a project(s), supporting the project team to deliver the project successfully.
Mentor graduate and trainee commercial staff within your division to support their development.

ROLE ACCOUNTABILITIES (Specific accountabilities for the role)
- Provide information to assist in developing the divisional budget as required.
- Take responsibility to deliver forecasted profits and margins.
- Deliver consistent value and cost reporting.
- Establish robust and consistent change control process to ensure that appropriate contract price adjustments are identified and agreed with the customer.
- Manage commercial activities with the operational team to achieve delivery and growth.

- Ensure contractual duties, obligations, notices, standards etc. are observed and discharged to protect our position and entitlement under the Contract.
- Ensure commercial activity is consistent and in line with company procedures.
- Maintain good customer relationships and develop new relationships, within own area of responsibility
- When required support work winning teams in identifying and quantifying risk and opportunity in tenders and bids.
- Support key negotiations with prospective customers, partners and subcontractors.
- Effective cash management supported by regular liaison with our Accounts department.
- Support the career development of commercial staff.
- Promote innovative ways to add value and reduce costs.
- Work in accordance with the commercial objectives within the six point plan.

MANAGER ACCOUNTABILITIES

- Represent and promote the company in a professional manner.
- Understand our business strategy and six point plans. Share with your team how they can contribute to achieving them.
- Encourage colleagues to deliver and recognise success.
- Challenge how things are done to make us more productive.
- Encourage your team to suggest improvements to how we work in line with our Right Works ethos.
- Understand our HSQE standards and ensure your team knows their responsibilities
- Understand personal responsibilities to comply with our company policies and procedures and recommend improvements.
- Continually enhance the reputation of your team.
- Help your team understand their roles in protecting and enhancing our reputation.
- Recognise behaviours in your team that reflect our guiding principles
- Create opportunities for you and your team to learn.
- Challenge behaviours that do not create an inclusive environment.

COMPETENCIES

GUIDING PRINCIPLE	MANAGER BEHAVIOURS
FOSTER TEAM SPIRIT. We are stronger together	Proactively develops team culture. Shares knowledge. Flexes management style to get engagement from all team members
INSPIRE CONFIDENCE AND ADMIRATION. We build respect through trust	Monitors and continually improves customer experience. Encourages strong relationships at all levels so we become a trusted partner.
FACE CHALLENGES WITH ENTHUSIASM. We are adventurous, encouraging, creative and open minded	Tackles complex problems with determination. Embraces change. Encourages and assists others to succeed. Identifying where support is needed.

BUILD OPEN AND HONEST RELATIONSHIPS. We listen to what others have to say	Develops relationships across the wider business and with other stakeholders. Values the contribution of others.
ADD VALUE THROUGH SIMPLICITY. We are straightforward and uncomplicated	Focuses on team priorities and implementing Right Works, communicating effectively. Strives to eliminate inefficiencies. Anticipates risk and takes decisions in a timely manner.
TAKE PRIDE IN SUCCESS. We challenge the way we work to find a better way	Celebrates team and individual success. Encourages improvements to the business.