

Commercial and Construction Professional. Qualified in UK as a quantity surveyor, progressed to project manager, construction manager, construction director management and accompanying senior commercial and general manager roles. Responsible for the winning, setting up, management and delivery of projects in various sectors. Including:



- Construction – commercial, industrial, high rise, educational, prisons, health, retail and leisure
- Civil and Infrastructure – master planned communities, roads, bridges, services infrastructure.
- Mechanical/Electrical – shutdowns, rail, refrigeration, food processing
- Resources – coal, iron ore, none process infrastructure
- Fit-out, retail and refurbishment

PROJECTS LOCATED IN:

- Australia
- The Middle East, North and Central Africa
- India
- Vietnam
- Indonesia and the Pacific Islands
- USA
- UK

PRIMARY EXPERTISE

Commercial Management

- Assessing risk and managing all tender proposals and negotiated these with existing and potential clients
- Negotiating head contract with clients, setting up initial budgets, procurement, managing costs and cost reporting (Cheops/Jobpac), agreeing head contract and subcontract variations, defending BCIPA claims.
- EOT/Delay/Acceleration claims, closing projects out financially, developing and implementing strategies to increase margin whilst mitigating risk.
- Procurement planning, strategy and negotiation
- Managing all financial planning and cash flow management
- Managing all accounting functions including general ledger, P & L, WIP, accounts payable and receivable
- Managing and interrogating project cost reports. Analysing “cost to go”, forecast, commitments, true risk and opportunity.
- Strong understanding of the sales and marketing of new development projects including price positioning, sales budgets and cash flow management

Construction Management

- Managing all aspects of the construction process from tender management, client negotiation, value engineering, design management, setting up and delivery of projects.
- Delivering major projects in remote and complex environments
- Resource planning and scheduling including assessing site coordination and project logistics
- Providing the technical lead in collating engineering solutions for projects.
- Ensure project delivery aspects of all projects were managed in a safe manner in accordance with the relevant legislation, codes, conventions and company policies
- Delivery of major infrastructure to service urban development projects
- Proven experience in the development market including; construction of complex master planned community developments, Greenfield urban development, educational and community facilities with sustainable development practices

EDUCATION

- University of Central Lancashire, Building Construction and Economics
- Herriot Watt University, Economics
- Australian Institute of Building
- Chartered Institute of Building

SOFTWARE

- Microsoft Accredited Advanced: Excel, Word, Access, Visual Basic
- CHEOPS, COINS, Jobpac, Project, AX 2012
- Primavera, Timberline, Buildsoft, POL/SAP

INTERESTS

- Vice President Australian Institute of Building Qld Branch
- Completed literary tour of Ireland giving presentations on Irish literature in 2001
- Writing, blogging and publishing
- Lectured in Excel, Access and other MS software
- Sports Cars and classic motorcycles

HIGHLIGHTED WORK HISTORY**Self-employed, Premdale Consultants****2017 to Present**

Providing expert commercial advice on "distressed" projects. Assessing project forecasts to determine accuracy in reporting and providing key strategies to improve projects' bottom lines. Negotiating final financial positions with subcontractors and clients. Mentoring contract administrators in project financial reporting, procurement strategies and understanding of EOTs, delay costs, and how to defend against subcontractor claims.

Commercial Director, Probuild**2014 to 2016**

Overall responsibility for all commercial functions, board reporting, managing overheads and achieving annual target EBIT. Setting up the Queensland operation from zero turn over to \$40M per month within eighteen months. Hiring thirty-two staff, including project managers, cost planners, design manager, contract managers, CAs, project coordinators and office support staff. Driving the profitability of a newly established (in Queensland) tier one contractor.

Reporting directly to the Managing Director.

Portfolio of projects \$890 Million

Commercial Manager Qld, Lend Lease, Qld & NT Brisbane Australia**2012 to 2014**

Manage commercial strategy; cost and revenue management; project financial analysis; head contract and subcontract management; dispute management, avoidance and resolution; financial reporting and risk management; management the procurement process. Key current projects:

Northern Territory Secure Facility Darwin \$500 Million

1,000 person prison, with adjoining 300 bed mental facility near Darwin, Northern Territory The facility consists of major civil and services works, 72 buildings including prison blocks, training facilities, hospital, recreation and high security areas. The security and prisoner movement systems are highly advanced.

RNA, Brisbane value \$2.9 Billion

Redevelopment of the RNA including major infrastructure works, 15 high rise developments (Commercial and residential), re-building of RNA facilities and showground structures.

Gold Coast University Hospital \$1.6 Billion

Manage the project close out including settling all contractual claims, contract, finalizing all major head contract variations, and negotiating final subcontract accounts

Project Manager Cimeco Port Hedland BHP/FAST NPI Project*Project value \$145 Million***2011 to 2012**

Project manager responsible for all commercial aspects of the project including full design and procurement of new facilities including all civils, buildings, services and fit out. Delivering KPIs for safety, quality, performance and financial outcome. Managing on site team of 250. Defining and awarding subcontract packages, determining plant and equipment for all civil and building construction. Managing all head contract variations, extensions of time claims

Construction Director QPM, Qatar*Portfolio of projects US\$35 Billion***2008 to 2011**

Key challenges included establishing working partnerships, understanding relevant practices, shaping strategic thinking, managing networks and expectations and changing management perceptions, while providing accurate feedback and cost reporting to the senior executive level.

Principle achievements include: finalize master plans from concepts, through infrastructure to getting contractors on site; value engineering; development and implementation of the Project Management procedures/manuals and codes of practice; assessing submitted tenders, proposed contractors and consultants staff suitability's; developed and implemented a system to assess potential and existing staff's skills for hiring/review; panel member (by invitation) on a number of reference groups and committees. Responsible for the management and setting up projects throughout the southern and Eastern Mediterranean rim. Liaising with stakeholders in several countries, and having overall responsibility for the following projects plus several others:

- The Pearl Doha Qatar, 32 residential high rises, workforce in excess of 7,000, 403 tower cranes, concrete batching of up to 90,000m³ per month
- Master planned communities in Khartoum, Sudan, Al Rayan, Yemen, Al Houra, Morocco. From initial concept plan, design development and construction delivery
- Inner city regeneration of Cairo City Centre, Egypt, including major retail redevelopment 150,000m², 644 residential apartments, major cofferdam and dewatering works, main sewer diversions, pedestrian road bridges, with a total workforce of 2,800.
- New 20,000 worker's city Al Salwa, Doha, Qatar, including apartments, medical centers, mosques, roads, bridges and all associated infrastructure.

Construction Manager De Luca Corporation, Brisbane**2006 to 2008**

Portfolio of projects \$85 Million

Managing multiple projects, project managers and contract administrators on commercial and retail projects

Responsible for the management of all projects and associated teams; establishment of all sites, recruitment and development of staff; producing project specific project plans, site safety plans and implementation of company safety policies; preparing the

construction programs and then determining plant equipment and other resources; sourcing, managing, organizing and driving all consultants; managing the local authority approval and permit processes; preparing and presenting project reports, financial status and forecast profitability.

Project Manager Project Coordination, Brisbane**2004 to 2006***Portfolio of projects \$30 Million*

Based in Brisbane with weekly site visits to Ingham (north Queensland), hiring all subcontractors, managing design changes, liaising with Blue Care senior management for the Bluehaven Nursing Facilities Project. Concurrently time project managing various new green field site schools across southeast Queensland.

General Manager Projects ICCM Ltd, London**2000 to 2004***Total project value £130million*

Two-year contract to develop three area branch offices. Sourced and hired thirty-two office professionals plus project-based staff. Full responsibility for project reporting to the board and to Ford Europe in Cologne. Ford being (at the time) the owner of Jaguar and Aston Martin.

- Whitley Test Facility at Coventry UK: Redevelopment of Jaguar Cars design and test facility, including all civil, construction, test equipment, crash test simulation, test track, arctic/desert simulators. Project was full design and build in a highly sensitive and confidential environment. Project value £45 million.
- New Aluminum Body Shop: Complete redevelopment, construction and re-tooling of two assembly lines to provide aluminum bodies for the upgraded Jaguar XJ and XK models. Total project value £50 million
- Aston Martin Development Facility: New green field site at Gaydon UK for Aston Martin. Included full robotic assembly chassis lines. The construction followed the car industry model of JIT; the design was a walk-through 3D process allowing for material deliveries to be scheduled immediately before they were required on site. The project also included a 4.8 km banked test track rated to 400Kl/h and associated timing/recording facility.

Project Manager Premdale Consultancy SE Asia, USA & Australasia**1993 to 2000***Total project value US\$300 million (construction and plant only)*

- PT Berua Coal, Kalimantan Indonesia including all civils project consisting of an open cut coal mine with associated accommodation for workforce plus 45klm coal haul road. I was responsible for all on site activities including hiring of 700 local labour, purchase of overseas dozers, dump trucks and associated plant. Total project value US\$300 million
- Mumbai Main Water Treatment Plant, Mumbai, India Sewage Treatment plant (Municipal): New sewage treatment plant to replace direct outfall into the main river. Package aerobic plant built in Australia, assembled and installed on site. Together with major civil works including sediment and filtration concrete tanks, underground concrete and ductile iron pipe work, automatic penstocks, bentonite trenching adjacent the river. Full remote SCADA control of knife valves, absorption adjustment, level/ inflow/outflow. Total project value US\$45 million
- Song Be Golf & Leisure Development, Hanoi, Vietnam: New Golf Course with 48 villas. Boutique style hotel with 18 hole golf course plus package sewage treatment. Similar projects completed in Solomon Islands, Nauru, Fiji, Yemen and Somalia.
- Chicken processing plants completed in New Zealand and Brisbane Australia. Full construction responsibility including buildings, freezers, MRT storage, conveyors and SCADA controls
- Cheese processing plant in Kansas USA. Responsible for hiring local subcontractors, suppliers, liaising with clients' consultants and managing all aspects of construction delivery.

Project Manager Dart Holdings Brisbane Australia**1989 to 1992**

Hospital upgrades, service stations, fuel depots, oil refineries, medical centers, shopping centers \$15M pa.

Clients including BP, Mobil, Caltex, Ampol

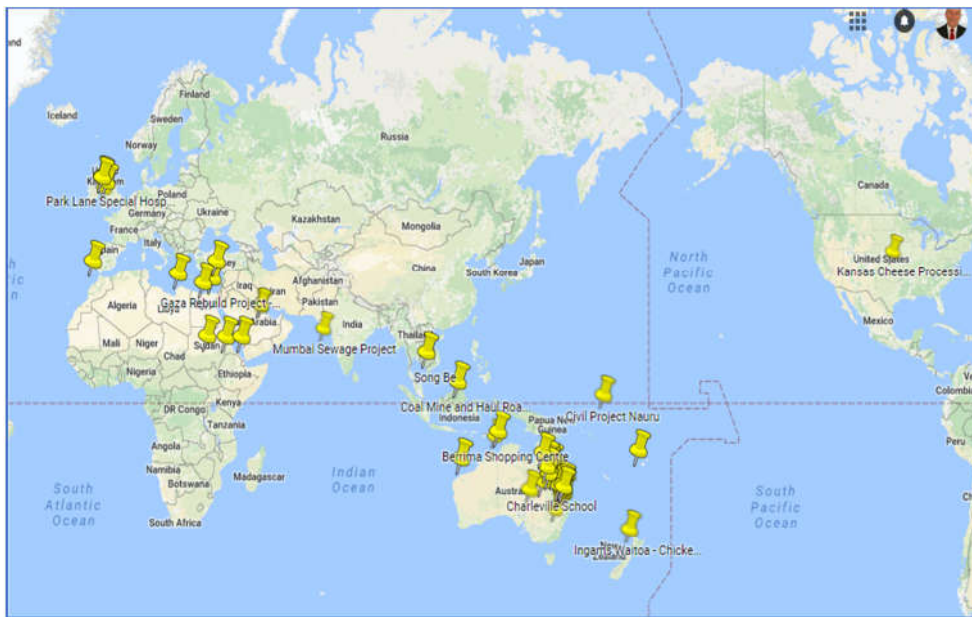
- Carrying out all tendering and estimating
- Letting and managing all subcontracts
- Supervising site managers and delivery
- Preparation of monthly reports on all projects
- Managing company cash flow, payments and receipt
- consultants and managing all aspects of construction delivery.

Quantity Surveyor HBM Liverpool UK**1985 to 1989**

QS with main contractor on new secure hospital. Set up and managed term maintenance contracts with large high street chains, public buildings.

Clients including Property Services Agency, Tetley Walker, Marks and Spencer, Post Office, Liverpool City Council, Merseyside hospital Board

- Preparing cost plans Discounted cash flows and sinking funds
- Managing subcontractors
- Commercial management of contracts
- Managing company financials, adding to profitability



	Sum of AU\$M
Abbot Point Coal Terminal	65
Al Houara Coastal Resort	400
Al Salwa Development	60
Aston Martin	80
Blackwater Mine	22
Carnel by the Sea	65
Coorparoo TOD	140
Doha Financial District	3,350
GCUH	1,600
Grand Central Toowoomba	410
Iglu	35
Inghams Waitoa	10
Jupiters Casino	220
Lusail Development	2,280
Luxury Hotel on banks of the Nile	148
Mumbai Municipal STP	45
Mushaireb Development	355
NT Secure Facility	495
Pacific Islands	42
Pinkenba	38
Port Hedland Infrastructure	145
PSA	35
PT Berau Coal	300
RNA Redevelopment	1,500
Rockhampton Meatworks	15
Sana'a Development	110
Service stations and fuel depots	25
Shopping Centres	15
Singleton Meatworks	25
Song Be	30
Tamworth Meatworks	22
The Pearl Doha	3,600
Tillerbrook Cheese	32
Various	25
Cairo City Centre	250
Oxygen Apartments2	85
Inghams Murarie2	80
Grand Total	16,154

	Commercial Director	Commercial Manager	Construction Director	Construction Manager	Consultant	Project Director	Project Manager	Quantity Surveyor	Grand Total
A Dart		40							40
B+B								65	65
Badge							80		80
De Luca				38					38
Forge							145		145
G&S		87							87
HBM								50	50
ICCM						80			80
Lend Lease		3,630							3,630
Premdale				75	10		146		231
Probuild	770								770
PT Berau							300		300
Qatari Diar			9,480						9,480
QPM			1,073						1,073
Watpac								85	85
Grand Total	770	3,757	10,553	113	10	80	671	200	16,154

	Commercial Director	Commercial Manager	Construction Director	Construction Manager	Consultant	Project Director	Project Manager	Quantity Surveyor	Grand Total
Australia	770	3,757		38	10		297	150	5,022
Egypt			250						250
India				45					45
Indonesia							300		300
Morocco			400						400
Pacific							42		42
Qatar			9,290						9,290
Sudan			355						355
Syria			148						148
UK						80		50	130
USA							32		32
Vietnam				30					30
Yemen			110						110
Grand Total	770	3,757	10,553	113	10	80	671	200	16,154

	Client	Contractor
Commercial Director		770.0
Commercial Manager	1,500.0	2,257.0
Construction Director	6,893.0	3,660.0
Construction Manager	45.0	68.0
Consultant	10.0	
Project Director		80.0
Project Manager	300.0	371.0
Quantity Surveyor		200.0
Grand Total	8,748.0	7,406.0

End	Location	Country	Company	Role	Client /Contractor	Project	Category	Description	AU\$M
1985	UK	UK	HBM	Quantity Surveyor	Contractor	PSA	Hospital	Greenfield site for a \$35M secure hospital	35
1988	UK	UK	HBM	Quantity Surveyor	Contractor	Various	Retail	High street retail and public authority property portfolios. Setting up, managing and increasing profit on term maintenance contracts	15
1989	Qld	Australia	A Dart	Commercial Manager	Contractor	Service stations and fuel depots	Petrochemical	New and refurbished service stations. Refinery shutdowns and various fuel depots in country Qld, NSW and NT	25
1990	Qld	Australia	A Dart	Commercial Manager	Contractor	Shopping Centres	Retail	Various shopping centres and child care centres	15
1992	QLD	Australia	B+B	Quantity Surveyor	Contractor	Carmel by the Sea	High Rise	Letting of all trades, negotiating with the client on a lump sum D&C share of savings contract. 35 levels plus 8,000 m2 podium	65
1994	NZ	Australia	Premdale	Project Manager	Contractor	Inghams Waitoa	Process	Extension to existing chicken process plant, new conveyors and SCADA	10
1995	NSW	Australia	Premdale	Project Manager	Contractor	Singleton Meatworks	Process	Meat Processing, steel frame with major stainless steel proceeds equipment and conveyors. \$25M extension to existing. New chillers, kill floor and process	25
1995	NSW	Australia	Premdale	Project Manager	Contractor	Tamworth Meatworks	Process	Meat Processing, steel frame with major stainless steel proceeds equipment and conveyors. \$22M extension to processing plant	22
1995	Qld	Australia	Premdale	Project Manager	Contractor	Rockhampton Meatworks	Process	Meat Processing, steel frame with major stainless steel proceeds equipment and conveyors. \$15M extension to process plant	15
1996	USA	USA	Premdale	Project Manager	Contractor	Tillerbrook Cheese	Process	Steel frame cheese processing plant. Major construction extension to existing Kansas plant	32
1996	Indonesia	Indonesia	PT Berau	Project Manager	Client	PT Berau Coal	Resources	PT Berau Coal, Kalimantan Indonesia including all civils project consisting of an open cut coal mine with associated accommodation for workforce plus 45klm coal haul road. I was responsible for all on site activities including hiring of 700 local labour, purchase of overseas dozers, dump trucks and associated plant. construction of 65,000 m2 of warehouse/storage areas	300
1997	India	India	Premdale	Construction Manager	Client	Mumbai Municipal STP	Civil	New sewage treatment plant to replace direct outfall into the main river. Package aerobic plant built in Australia, assembled and installed on site. Together with major civil works including sediment and filtration concrete tanks, underground concrete and ductile iron pipe work, automatic penstocks, bentonite trenching adjacent the river.	45

1998	Pacific	Pacific	Premdale	Project Manager	Contractor	Pacific Islands	Civil	STP and upgrade of service facilities	42
1999	Vietnam	Vietnam	Premdale	Construction Manager	Contractor	Song Be	Leisure	Song Be Golf & Leisure Development, Hanoi, Vietnam: New Golf Course with 48 villas. Boutique style hotel with 18 hole golf course plus package sewage treatment. Similar projects completed in Solomon Islands, Nauru, Fiji, Yemen and Somalia	30
2002	Brisbane	Australia	Watpac	Quantity Surveyor	Contractor	Oxygen Apartments	High Rise	Managing all financial aspects of this project and two others	85
2003	Brisbane	Australia	Badge	Project Manager	Contractor	Inghams Murarrie	Process	Full construction responsibility including buildings, freezers, MRT storage, conveyors and SCADA controls	80
2005	UK	UK	ICCM	Project Director	Contractor	Aston Martin	Automotive	New green field site at Gaydon UK for Aston Martin. New car production facility. Large portal frame with light weight cladding. Included full robotic assembly chassis lines. The construction followed the car industry model of JIT; the design was a walk-through 3D process allowing for material deliveries to be scheduled immediately before they were required on site. The project also included a 4.8 klm banked test track rated to 400Klm/hr and associated timing/recording facility	80
2006	Brisbane	Australia	De Luca	Construction Manager	Contractor	Pinkenba	Industrial	Steel frame and colorbond clad warehouse development with mezzanine offices, \$38M development of 2 no 35,000 m2 warehouses	38
2008	Qatar	Qatar	Qatari Diar	Construction Director	Client	Doha Financial District	High Rise	Cast in situ high rise with transfer slabs at podium levels for 10 high rise buildings, the headquarters of Qatar Petroleum. The overall project cost is QAR 10 billion. From 17 to 47 storeys, a 29 storeys five-star 388-key hotel, parking building, power substation and energy centre buildings, a podium for public spaces retail and restaurants, auditorium and shared facilities. Total built-up area of 697,936m ² , the project site area is approximately 693,400m ² comprising offices (345,000m ²), common areas (9,250m ²), hotel complex (65,300m ²) and auditorium (8,000m ²).	3,350
2008	Qatar	Qatar	Qatari Diar	Construction Director	Contractor	The Pearl Doha	High Rise	172 High rises up to 55 levels with associated infrastructure. 7,000 workers on site. At peak pouring 90,000m ³ per month. Overall responsibility for construction and commercial	3,600
2008	Qatar	Qatar	Qatari Diar	Construction Director	Client	Lusail Development	Master Planned Community	Long term development of new city. Initial phases being planning and infrastructure as senior member of the Doha Operational Group to provide expert financial and construction methodology advice	2,280

2009	Syria	Syria	QPM	Construction Director	Client	Luxury Hotel on banks of the Nile	Hotel	Light weight steel frame construction, with associated services, access bridges and roads. Project did not proceed past planning stages due to civil unrest	148
2009	Morocco	Morocco	QPM	Construction Director	Client	Al Houara Coastal Resort	Master Planned Community	Mixed-use golf and beach resort that includes two hotels of 300 and 150 keys each, serviced apartments, beach villas, apartments and clubhouse, an 18-hole PGA golf course, country club, golf view villas and apartments, retail facilities, a resort spa and various water sport and family amenities. Set on a 234-hectare property with approximately 270,000m ² of total built-up area, the project is situated on the Atlantic coast	400
2009	Yemen	Yemen	QPM	Construction Director	Client	Sana'a Development	Master planned Community	Light weight steel frame construction, with associated services, access bridges and roads. Hill top proposed development of 450 residences, plus all infrastructure	110
2010	Sudan	Sudan	QPM	Construction Director	Client	Mushaireb Development	Master Planned Community	Piling next to the Nile, slabs on ground with light weight block. All new infrastructure, major civils, groundwater retention systems. Mixed use development 500 luxury residential units, and 6,000 sqm of retail space, plus a provision for 5-star hotel and a commercial space.	355
2011	Qatar	Qatar	QPM	Construction Director	Contractor	Al Salwa Development	Master Planned Community	Consisting of 128 residential buildings, 17 commercial and amenities buildings, two utilities compounds with 20 structures and plants, 28 electrical substations, 28.8 km of interior roads, 228 km of irrigation piping, 22 km of potable water network piping, 280 km of electrical power cables and 21 km of chilled water network piping.	60
2011	Egypt	Egypt	Qatari Diar	Construction Director	Client	Cairo City Centre	Retail	High-end complex in two 45 level towers and a retail atrium. Ultra-premium hotel and 515 serviced apartments, 2,339 sqm of meeting spaces including a main 963 sqm ballroom, indoor and outdoor swimming pools and a health centre	250
2012	WA	Australia	Forge	Project Manager	Contractor	Port Hedland Infrastructure	Infrastructure	NPI facilities including large steel frame warehouse construction. Full design and procurement of new facilities including all civils, buildings, services and fit out. Delivering KPIs for safety, quality, performance and financial outcome. Managing on site team of 250. Defining and awarding subcontract packages, determining plant and equipment for all civil and building construction. Managing all head contract variations, extensions of time claims	145
2013	Brisbane	Australia	Lend Lease	Commercial Manager	Client	RNA Redevelopment	Infrastructure	Redevelopment of the RNA showgrounds including demolition, infrastructure, roads and construction of first residential project	1,500

2013	Mackay	Australia	G&S	Commercial Manager	Contractor	Blackwater Mine	Resources	The scope of works included supplying equipment, labour, crantage, supervision and a range of subcontractors Circular Diaphragm (CD) replacement; Upper rail installation; removal and replacement of swing gear boxes, dragline and hoist gearboxes; MG set replacements; new DBs and HV rewiring.	22
2013	Mackay	Australia	G&S	Commercial Manager	Contractor	Abbot Point Coal Terminal	Resources	negotiating of contract with FAM for the stacker reclaimers. Installation of all major equipment including: bogies; substructures; counterweight boom and counterweight; bucket wheel and drive systems; on-board conveyors; and piping and hydraulic installation.	65
2014	Gold Coast	Australia	Lend Lease	Commercial Manager	Contractor	GCUH	Hospital	750 bed medical facility with seven main buildings over 170,000 m2	1,600
2015	NT	Australia	Lend Lease	Commercial Manager	Contractor	NT Secure Facility	Correctional	brought in to address issues on the project. The project located outside Darwin NT includes a 1,000 bed Correctional Centre, a 30 Bed multi-classification Mental Health and Behavioural Management Centre and a supported Accommodation and Programs Centre of 50 beds designed to house lower risk offenders. 66 buildings with high level security and self-contained facilities	495
2015	Brisbane	Australia	Lend Lease	Commercial Manager	Contractor	Iglu	High Rise	23 level cast in situ CBD located student accommodation with 414 student bedrooms	35
2016	Brisbane	Australia	Probuild	Commercial Director	Contractor	Coorparoo TOD	High Rise	Three residential towers, cinema and retail. Cast in situ total area 87,000m2, 8 lift cores, 2 pools, central landscaped podium.	140
2016	Brisbane	Australia	Probuild	Commercial Director	Contractor	Jupiters Casino	Leisure	Six star 18 level tower, cast in situ with bridge access roads and refurbishment of games areas As part of the senior leadership team secured the project, negotiated all trades and supply procurement. Negotiated with the client, hired 8 staff, and controlled expenditure	220
2016	Australia	Australia	Probuild	Commercial Director	Contractor	Grand Central Toowoomba	Retail	QIC owned major retail redevelopment total area 90,000m2 with two level galleria, new supermarkets and 160 speciality stores	410
2017	Brisbane	Australia	Premdale	Consultant	Client	Various	Various	Providing commercial services to clients. Running workshops to upskill contract administrators. Working with business owners to increase EBIT	10
									16,154.00