



Construction and Commercial Leader. Initially qualified in UK as a quantity surveyor, progressed to construction management and senior commercial management 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 – master planned communities, roads, bridges, services infrastructure.
- Mechanical/Electrical – shutdowns, rail, refrigeration, food processing
- Resources – coal, iron ore, none process infrastructure

PROJECTS LOCATED IN:

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

PRIMARY EXPERTISE

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
- Site coordination and project logistics
- Providing the technical lead in collating engineering solutions for all 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

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.
- Procuring of large building infrastructure (chillers, boilers, generators etc.)
- Managing all financial planning and cash flow management
- Managing all accounting functions including general ledger, P & L, WIP, accounts payable and receivable
- A strong understanding of the sales and marketing of new development projects including price positioning, sales budgets and cash flow management

WORK HISTORY**Commercial Director, Probuild****2014 to present**

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, 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**2011 to 2012**

Project value \$145 Million

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**2008 to 2011**

Portfolio of projects US\$35 Billion

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 \$25 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 £60million

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 400km/hr 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 45km 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

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

- Lectured in Excel, Access and other MS software
- Completed literary tour of Ireland giving presentations on Irish literature in 2001
- Writing, blogging and publishing
- MS Dynamics and SharePoint development
- Sports Cars and classic motorcycles

PROJECT EXAMPLES

Location	Project Description	Role	AU\$
Jupiters Six Star Hotel	Luxury high rise hotel	State Commercial Director	250M
Grand Central Toowoomba	Major shopping centre	State Commercial Director	395M
Coorparoo TOD	Retail, cinema and residential development	State Commercial Director	135M
NT Secure facility, Darwin, NT	1,000 person prison	Commercial Manager	500M
Gold Coast University Hospital, Qld	New public hospital	Commercial Manager	1.6B
RNA Redevelopment, Bowen Hills Brisbane	Infrastructure, commercial and residential	Commercial Manager	2.5B
Iron Ore Port Hedland WA	None mine infrastructure	Project Manager	145M
Coal Mines Bowen Basin	Mining infrastructure	Project Manager	168M
BER SE Qld	New School Construction	Project Manager	40M
Qatar, Egypt, Lebanon, Tripoli, Yemen, Sudan	Master planned communities	Construction Director	35B
Various developments South East Qld	Retail and Commercial	Construction Manager	133M
State School Coomera, Qld	Education	Project Manager	15M
Bluehaven Retirement Facility Ingham Qld	Aged Care Facility	Project Manager	15M
Various school construction South East Qld	Various school refurbishments	Project Manager	38M
Bethany Lutheran School, Kingston, Qld	New School	Project Manager	7M
Ford Europe (Birmingham, Liverpool, London)	Production facilities	General Manager	246M
Ingham's Chicken Processing Plant, Qld	Poultry Processing Facility	Commercial Manager	28M
Cargill Beef Abattoir - Tamworth NSW	Upgrade Meat Processing Facility	Project Manager	182M
ACC Abattoir, Colmslie, Qld	Upgrade Meat Processing Facility	Project Manager	16M
Cheese Processing Plant, Kansas USA	Upgrade	Project Manager	25M
AMH Beef Abattoir, Ipswich, Qld	Upgrade Meat Processing Facility	Project Manager	23M
Sheldon Abattoir, Singleton, NSW	Upgrade Meat Processing Facility	Project Manager	22M
Town House Development,	New Construction Multi Dwellings	Project Manager	68M
Contracting Out Strategy State Government,	State Government	Commercial Manager	107M
Berau Coal Kalimantan, Indonesia	Coal Mine upgrade	Contracts Manager	125M
Waste Water Plants, Song Be, Vietnam	New Civil Construction	Project Manager	37M
Waste Water Treatment Plant, Nauru	New Civil Construction	Project Manager	23M
Waste Water Treatment Plant, Mumbai	New Civil Construction	Project Manager	120M
Airport, Doha, Qatar	Airport Facility Upgrade	Project Manager	210M
Carmel by the Sea, Broadbeach, Qld	33 level high rise	State Quantity Surveyor	38M