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| **JOB TITLE**: | Major Projects Manager |
| **DEPARTMENT**: |  |
| **COMPANY:** | Brett Group |
| **LOCATION**: |  |
| **REPORTS TO**: (Job Title of immediate supervisor) |  |
| 1. **ORGANISATION:** (Show where this job fits in the organisation) | |
| 1. **RESOURCES:**   **Budget(s) Controlled/Influenced:**  **Number of Direct/Indirect Subordinates:**  **Plant/Equipment Responsible For:**  **Key Internal/External Contacts:**  Key Stakeholders in the supply chain, Client, Specifiers, Contractors and local authorities  Business MD’s and commercial leads/teams  Planning Team  SHE team | |
| 1. **PURPOSE OF THE JOB**: (What is the main reason for this job to exist? How does it add value to the Company?)   Leading the commercial management of Brett Group large-scale construction projects from tender, through negotiation to delivery, ensuring viability, financial control, contract management, risk mitigation, and strategic commercial planning.  Early engagement with Client, local authority and contractors to proactively promote Brett on major contracts and gain early client and contractor approval and supply opportunity  Consider Major Contract supply enhancement by JV possibilities  Work with Brett businesses in submitting compelling bids and submission documents for major contracts  Secure contract opportunities with complete buy in and agreement of the operating company MD’s  Work with operating businesses to establish activities, processes and resources needed to deliver major project contracts. | |
| 1. **MAIN RESPONSIBILITIES/TASKS**: (What will the Job Holder actually do?)   Responsibilities/Tasks:  Develop and implement commercial strategies for major construction projects  Secure early contract approval of Brett material supply (designers, specifiers etc).  Lead production of compelling bids for major contracts to Secure supply contracts  Form Network of major Contractor, Client and specifiers which enable securing of contracts  Secure contract opportunities with complete buy in and agreement of the operating company MD’s to ensure contract supplied meets the “Brett Promise”  Oversee budget forecasting, cost planning, cash flow management, and financial reporting  Lead negotiations on contracts, subcontracts, and supplier agreements to optimize project value.  Manage contract terms, ensuring compliance with legal, financial, and operational standards:  • Administer NEC, JCT, FIDIC, and bespoke contracts effectively.  • Provide guidance on contractual claims, variations, and dispute resolution strategies.  • Liaise with legal teams, consultants, and regulatory bodies as required. | |
| 1. **PERSON SPECIFCATION**   Essential:  Degree or similar qualification in Civil engineering and Construction materials  Full working knowledge of all construction material applications in major contracts  Competence in SHE and site safety culture improvement  End to End understanding of major project management adding value to client process  Energetic and strong commercial negotiation skills  Strong understating of the Construction Demand for lower CO2 impacts and its consequences for material supply  Desirable  Financial project creation and optimisation  Marketing and presentation skills  Established network of contacts in contracting sector  Experience of bid assessment for Tier 1 / Tier 2 contractors and negotiation and award of major contracts, including NEC3  Experience on managing NEC3 contract delivery | |