

Paul Watson

Pre - Construction Commercial Manager

Skills

IT & software

Excel



Estimating System



On-screen take off



PC & Mac



Website creation



Estimating

Design & Build



Detail & Build



Traditional - specification & drawing



Framework & Two Stage



Negotiated



First principles



Attributes

✓ **Analytical**

✓ **Methodical**

✓ **Pro-active**

Achievements

Conversion/win ratio Best Year

Achieved win rate of 70% & 100% of tenders in lowest two positions

Conversion/win ratio Consistent

Achieved win rate of 40% & 80% of tenders in lowest two positions

Profile

A highly experienced and versatile estimator/commercial manager, with a comprehensive/varied portfolio of projects both tendered/awarded has been gained through an established career with Tier 1 contractors

Project types

Fit out - Refurbishment (including structural) - Restoration - New build

Sectors

Retail, Commercial, Industrial, Health Authorities, Government bodies, The Services, Airport & Aviation Authorities, Housing Associations

Experience

● **Bushcrafted Ltd**

Pre-Construction Commercial Manager | 2018 - 2021

Specialized Fit out projects + Fit-out package subcontractor - up to £ 2m

- Responsible for all aspects in pre-contract - bid preparation, co-ordination of design, consultants and full estimating function.
- Assisting contracts team with commercial activities - variations, final accounts
- Mentoring younger team members.

● **Overbury**

Senior Estimator | 2011 - 2018

Commercial Fit out & refurbishment projects - £ 250k to £ 20m

- Responsible for winning over 40% of Southern Region target.
- Part of Management team and responsible for preparation of data for Board reports
- Responsible for mentoring new estimators & assistants
- Ability to identify key risks, opportunities and Value Engineering aspects to projects
- Facilitated/chaired Kick Off meetings plus identified and developed win strategy for projects

● **Morgan Lovell**

Pre - Contract Commercial Manager | 1996 - 2011

Commercial Fit out & refurbishment projects - £ 10k to £ 10m

- Responsible for Southern Regions estimating function including co-ordination and recruitment of estimating resources to achieve regional targets
- Monthly report and forecast data compiled for Board reports
- Ability to establish client brief and negotiate a design & build project direct with clients
- Knowledge of Mechanical and Electrical systems
- Ability to undertake technical and building surveys,
- Breeam trained & sustainability aware

Interests

Swimming, cycling, fitness training, archery

Contact

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- **Myton (Taylor Woodrow)**

Senior Estimator | 1991 - 1996

Specialist in structural refurbishment, restoration, retail - up to £ 10m

- **Amec Construction**

Estimator | 1986 - 1991

New build projects - Offices, shopping centres, hospitals, supermarkets, prisons, car parks - up to £ 70m

- **Amec Construction**

Management Trainee | 1980 - 1985

Comprehensive five-year indentureship following a structured training programme. Experience gained, mainly on site, in the principal disciplines, Estimating, planning, surveying, site management/engineering, cost and bonus.

Education

- **HTC in Building**

Guildford Technical College | 1983 - 1985

- **TEC in Building**

Basingstoke Technical College | 1980 - 1983