

## PROFILE



With over 25 years' experience within a Projects, Contracts, Procurement and Commercial Management capacity, I have specific experience relating to the Procurement and Commercial Management of major UK Infrastructure projects commencing in 1995.

For the last 10 years I have focused heavily on Commercial Management of projects in commercial difficulty, essentially acting as a Commercial "troubleshooter" or fresh pair of eyes on the project. I am typically brought into projects post contract award, often nearing practical completion, whereby the existing commercial team have so far been unsuccessful in recovering the necessary value on the project. I was responsible for providing my construction clients with effective and accurate contractual advice, in respect of numerous types of construction contract problems and disputes, providing commercial solutions and managing my client's expectations.

## CONTACT

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# PAUL MARSHALL

## Commercial Manager

### CONTRACT HISTORY (PAST 11 YEAR SUMMARY)

#### Senior Commercial Manager

#### SLC Rail (The Northumberland Line project reopened a former freight line between Newcastle and Ashington adding six new stations)

2024–Present

- Supporting the Project Manager & Commercial Director identifying / evaluating commercial risks & opportunities.
- Provided second opinion / review of Contractual Entitlement relating to several high value / profile Compensation Events.
- Managed timely submission of contractual notifications under NEC4.
- Analysis, management & defense of incoming claims.
- Work alongside planning function on delay & disruptive events.
- Established link between delay & contractual obligations, including evaluation of associated damages.
- Proactively instill commercial awareness and provide NEC4 commercial advice throughout the QS team.
- Extensive re-measurement from drawings in relation to NEC4 Framework Options A/B, whereby scope changed significantly post award.

#### Commercial Contracts Manager

#### Siemens Energy Limited (New-Build & Upgrading HV Substations / reinforcing electricity networks to accept wind connections)

2023–November 2024

- Supporting Project Manager & Commercial Project Manager identifying / evaluating risks & opportunities.
- Manage timely submission of contractual notifications under NEC3.
- Took ownership for Change Management and Claims.
- Collaborated and effectively communicated with wider Project team, offering guidance on successful execution of project.
- Supported procurement department, advising & drafting contractual terms.
- Liaised with legal team, reviewed / evaluated subcontract terms and conditions.
- Collected, prepared, analysis & management of relevant incoming / outgoing claims.
- Chair weekly commercial meetings between wider Project team, Client Representatives and Joint Venture Partner.

#### Change Manager / Senior Quantity Surveyor

#### Stonbury Limited (Reservoir/Spillways Civil's Framework Contract)

2021–November 2023

- Review of Contract Administration & Commercial procedures on the project, for the purpose of maximizing potential value in accordance with NEC protocols.
- Extensive negotiations with Employers commercial team, reaching agreement on historical Compensation Events whereby entitlement was previously disputed.
- Estimating from First Principles to price new star rates on the framework.
- Managed Monthly CVR Process.
- Managed Monthly Applications for Payment.
- Reviewing & maximizing value of Framework Orders, through full application of CESMM4 Measurement Rules.
- Extensive Experience Developing NEC4 ECSC Clause 60 CE's
- Prepared / reviewed / responded to EW's, NCE's and CC's.

#### Commercial Manager

#### Northumberland County Council (Highways & Civil Structures Team)

2018–2021

- Working closely with an Area Highways Manager, setting up Commercial systems for an expanding team.
- Tender & Contract Document Preparation.
- Validating quantities & rates within BOQ's forming basis of Target Costs, (NEC Option C).
- Estimating from First Principles.
- Subcontractor Commercial Management.

## SECTOR EXPERIENCE

Reservoirs & Spillways  
Power and Energy.  
Airport Infrastructure.  
Rail & Underground Infrastructure.  
Highways.  
Telecommunications.  
Software Application Development (SaaS)  
Earthwork & Civils.  
New Build Housing.  
Housing Regeneration.

## PERSONAL SKILLS

Motivated Team Leader.  
Innovative Thinker / Original Problem Solver.  
Results Driven Approach.  
Impeccable Commercial Acumen.

## TECHNICAL SKILLS

Commercial Dispute Resolution.  
Extensive Negotiation Experience.  
Proficient IT Skills.  
Adjudication Experience.  
Analysis of Quantum Impact.  
Forensic Delay Analysis.  
Case Law.  
Contract Law.  
Drafting and Presenting Claims.  
Persuasive Writing Skills.  
Tender and Contract Document Preparation.  
Full BOQ Take Off/Measurement Capability.  
Estimating from First Principles.  
Subcontractor Administration.  
Claims Evaluation/Substantiation.  
Cost / Value Reconciliation.  
Development of Procurement Strategies.  
Development of Bespoke IT Systems within a Commercial Environment.  
Change Management.  
Inception, Feasibility & Budget Cost Estimating.  
Tender Appraisal & Analysis.  
Prepare or Certify Interim Valuations.  
Developed Procurement Strategies.  
COINS  
Oracle  
Advanced Excel

- Management of Commercial Team.

### Commercial Manager

**BAM Nuttall Limited, London (Civil Engineering / M&E Tunnels Project)**  
2017–2018

- Claims Management.
- Claims Prevention.
- Change Management.
- Work along side planning function on delay & disruptive events.
- Established link between delay & contractual obligations, including evaluation of associated damages.
- Reviewing & Analysing Tender & Contract Documentation.
- Extensive experience developing NEC Clause 60 CE's.
- Prepare / review / respond to EW's, NCE's and CC's.
- Identify potential liabilities, risks, opportunities, disputes.
- Interpret for the benefit of the broader project team, the contract requirements including t's & c's and SOW's.

### Commercial Manager

**Telent Technology Services Ltd, Warwick (Network Rail SCADA Project)**  
2015 – 2017

- Claims Management.
- Change Management.
- Work along side planning function on delay & disruptive events.
- Defining Commercial Strategies.
- Cost Recovery Management.
- Developing NEC Clause 60 Compensation Event Submissions.
- Communicated with clients & suppliers on commercial matters.
- Prepare / review contractual submissions, such as EW's, NCE's and CC's.
- Participated in key negotiation meetings with the client.
- Subcontractor Management.
- Managed Monthly Applications for Payment.
- Managed Monthly CVR process.

### Commercial Manager

**Smith Brothers Contracting Ltd, West Yorkshire (Utilities / HV Cable Install)**  
2014 – 2015

- Review and analysis of tender & contract documentation.
- Claims Management.
- Claims Prevention.
- Defining Commercial Strategies.
- Leading Negotiations on Variations & Claims.
- Cost Recovery Management.
- Draft commercial & technical narratives to support submissions.
- Communicate with client and suppliers on commercial matters.
- Participated in key negotiation meetings with client.
- Subcontractor Management.
- Identify potential liabilities, risks, opportunities, issues, disputes.
- Interpret for the benefit of the broader project team, the contract requirements including t's and c's and scope of work.
- Supported preparation of dispute referral, responded, and replied to documents working alongside client's legal counsel in an Adjudication.

## EDUCATION

### University of Northumbria at Newcastle Upon Tyne

1995 – 2000

Bachelor of Science Degree in Quantity Surveying

5 Year Part Time Degree Course studying 1 day per week, while working 4 days per week for my employer, a Newcastle based PQS firm.

### Association of Project Management, "the Chartered body for the Project Profession".

19<sup>th</sup> December 2005

Successfully met the membership requirements of the APM Membership Committee and was awarded the grade of full membership of the Association of Project Managers (MAPM).

#### **FORMS OF CONTRACT / PROCUREMENT PATHS**

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- NEC 4 ECSC/ECC (Options A & B)
- NEC 3 (Options A – D)
- NEC 2
- M/F 1 (Rev 4)
- PPC 2000
- JCT Measured Term
- ICE Design and Build
- Framework Contracts

#### **PERSONAL DETAILS**

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- Married with 1 daughter
- Clean, Full Driving License
- Excellent Health and Fitness
- British National
- Security Cleared in 2016.