

Job Specification: Regional Commercial Lead

Company Overview: CGL is a specialist geotechnical and geo-environmental consultancy in the UK and Ireland with clients in residential, commercial, and public sectors. One of CGL's proudest boasts is that we still work with clients who first engaged us when CGL began in 1994. Our philosophy has always been to look at what we do from a client's perspective and as a growing business, we understand the importance of reliability in delivery and certainty of advice.

Position: Principal to Associate Director grade dependent on experience, with a proven track record in sustainable and profitable work-winning.

Location: Based in one of our offices in Kent, Essex or Surrey (hybrid working)

Job Type: Full-Time (37.5 hours)

Reporting to: Commercial Director

Job Summary: The candidate will play a pivotal role in assisting and executing the company's strategic vision and business objectives for the Kent and Godalming regions. This position requires a seasoned, target driven professional with a proven track record in selling and delivering within a geotechnical and geo-environmental consultancy environment. The right candidate will have demonstrable skills in pipeline generation / work winning with a strong commercial background and be technically knowledgeable in at least one area of CGL's core technical services (Geotechnical, Geo-environmental, Temporary Works Design, Ground Investigation, Digital Imagery Analysis). The primary focus of the role will be to drive work winning and business development for the regions and beyond to exceed targets and KPIs .

Key Responsibilities:

The successful candidate will:-

- Be target driven for sales and deliverables with a proven track record in work winning and delivery.
- Manage inbound lead generation opportunities, generated from various sources, ensuring an adequate pipeline of new business/client opportunity exists to exceed targets and KPIs.
- Be technically proficient in at least one of CGL's consultancy services.
- Identify and pursue opportunities for growth, profitability and markets within the regions.
- Understand opportunity qualification techniques to ensure opportunities are assessed and prioritised as appropriate to bring focus and urgency.
- Have experience of rigorous forecasting processes ensuring the pipeline of new business opportunity is known and managed whilst keeping all opportunities current and up to date across all systems.
- Work with technical teams to prepare high quality quotations ensuring that the technical requirements of contracts are adequately reviewed and delivered to a high standard.
- Proactively build the CGL brand and maintain strong relationships with clients, suppliers and stakeholders.
- Work closely with the Commercial Director to drive revenue growth through effective sales and marketing strategies.
- Have a keen understanding of the industry, including pricing and contractual elements.
- Recommend and attend relevant networking and industry events, ensuring leads are generated, qualified, and tracked with the ROI from leads generated.

- Ensure KPIs, targets and reporting are reviewed with Commercial Director as required to bring clarity whilst enlisting management help and support as needed.
- Have a strong commitment to Health and Safety.

Ideally the successful candidate will have some / all of the following skills:-

- Strong contract, commercial and risk allocation skills.
- Strategic communicator, possessing influencing and negotiation skills.
- Experience of forecasting, project planning and financial control.
- Experience in approving technical documents.

In addition, the successful candidate will assist the Regional Manager with some / all of the below:-

- Uphold CGL's high standard of corporate governance and ethics.
- Support with the company's financial health and profitability.
- Management of project budgets, financial forecasts, and cash flow.
- Contract management.
- Overseeing financial reporting and compliance with relevant regulations.
- Input to the delivery of high-quality products/services to clients.
- Support with leading a high-performing team, fostering a culture of collaboration and innovation.
- Promoting a positive and inclusive workplace environment.

Experience:

- Proven experience as a work winner in a similar environment.
- Strong understanding of the geo-environmental or geotechnical industry and market dynamics.
- Excellent financial management skills with a track record of achieving financial targets.
- Strategic thinker with a results-driven approach.
- Outstanding communication and interpersonal skills.
- Demonstrated commitment to ethics and compliance.

Education and qualifications:

- A Bachelor's degree in a relevant field is required.
- A Master's degree is preferred.
- Chartered by a recognised industry body is preferred.