**Commercial Director**

An opportunity has come up for an experienced Commercial Director to join a fantastic growing Commercial Team within Taylor Wimpey.

We are currently looking for an individual who has natural leadership, negotiation and motivation skills as well as exceptional attention to detail. You will demonstrate good business management acumen and be commercially astute.

The successful candidate will set out, and successfully implement, the regional business strategy for delivering efficient cost control and procurement needs in line with business unit targets. Monitor all contractual issues, reviewing costs on a continuing basis, identifying and realising cost saving opportunities. Overseeing material and subcontract procurement.

You will be a proactive member of the local board of management and successfully manage staff in the commercial team.

This is an exciting role for an experienced professional who has excellent communications skills, is open minded and proactive towards change and innovation.

**The Role:**

* Implement regional business strategy for design and procurement needs
* Work closely with other Directors in the commercial management of the business.
* Constantly monitor commercial viability of schemes throughout the development stage, apply appropriate strategies where required to limit cost excesses.
* Effectively communicating the business unit strategy to department and monitoring progress against targets.
* Contribute in defining and developing procurement strategy.
* Monitor all contractual issues.
* Implement and manage effective placement of subcontractor orders.
* Ensure monitoring systems are in place to manage the financial aspects of a number of projects.
* Inform and control bespoke development contracts, D&B, ICE, JCT.
* Review and monitor costs on a continuing basis
* Raise awareness of the need to effectively manage a regime of cost control with local board.
* Prepare regular reports for the MD illustrating the financial situation of various projects in relation to budgets, highlighting any issues/risks.
* Management and motivation of Commercial Department.
* Ensure that an effective departmental structure is in place to deliver business unit strategy.
* Manage and motivate Surveyors, Buyers and Estimators.
* As part of management team, responsible for health and safety risk assessment and customer care issues within the business.
* Take responsibility for achieving business targets including land bank, profit, return on capital and sales.
* Undertake any other duties as required by the Managing Director
* Support the sourcing of new Land development opportunities required to achieve the business strategy.
* Engage will all departments to ensure the requirements of all disciplines are reflected in Land tender exercises
* Deliver outstanding customer service in a customer centric way throughout all commercial functions

**The Person:**

* Previous experience of working with a developer.
* At least 2 years’ experience at Senior Management level in a commercial role.
* Must demonstrate an ability to manage a large number of staff.
* Open minded and proactive towards change and innovation.
* Demonstrate energy and drive – able to motivate others.
* Decisive.
* Team player.

**In order to be successful in this role you must be able to prove eligibility to work in the UK.**

**The Company:**

Taylor Wimpey is a FTSE 100 business and one of the largest residential developers in the UK, building new homes and communities across England, Scotland and Wales.

Our vision is to become the UK’s leading residential developer for creating value and delivering quality. We build over 10,000 homes each year, from one-bedroom apartments to six-bedroom houses all across the country.

Our people are passionate about the house building industry and about our customers. Culturally we pride ourselves in having a diverse work force with an opportunity to grow a career in a variety of environments. We look to develop our people in the skills and areas they are most interested in so if you are looking to join a thriving company going through an exciting period then please get in touch.

**Internal applicants – please advise your Line Manager if applying for this role.**