
Paul Jones

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CEO - PROJECT MANAGER (UK - EMEA)

◆ Contracts Management - Regional Directorship - Company Management ◆

Sixteen years proven management and directorship skills within the construction industry. An ability to steer company profits and striving for optimum outcomes in a results-orientated environment without compromising quality of service or standards. Developing and maintaining business relationships with a wide range of agencies and organisations within the private and public sector as well as people from varying multicultural backgrounds. Now looking to provide senior management services to a progressive organisation in the UK or Overseas.

AREAS OF EXPERTISE

- Construction Engineering
- Identifying growth opportunities
- Leading strategic processes
- Problem-solving
- Commercial / J.V. negotiations
- Team building
- Business development planning
- Financial / budget controls
- Project management
- Leadership
- Cost controls
- Quality Assurance

EDUCATION / STATUS

Associate Member	Chartered Institute of Building	1990
BSc. (Hons)	Civil and Structural Engineering	1984
Combat Engineering	Royal School of Military Engineering	1986
Officer Training	Royal Military Academy, Sandhurst	1985

PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

CHIEF EXECUTIVE OFFICER

Dec 07 - Present

Write Company A Here

- On target to develop the company into a preeminent construction operator in the Mauritian and regional markets whilst establishing a reputation for quality and timeliness.
- Secured and maintained funding levels. Also responsible for budget and P&L forecasting.
- Optimized purchasing, subcontract and project delivery processes.
- Wrote and implemented a 5 year business whilst establishing monitoring and reporting procedures and project management controls.
- Provided effective leadership, staff training and development throughout term.
- Reversed a projected loss of \$2.5 million in 2007 to breakeven.
- Forecast turnover 2008-09 is \$53 million (\$30 million already secured) up from \$13 million in 2007-08. Projected profit in 2008-09 of \$2.5 million.

CONTRACTS MANAGER

Mar 04 - Dec 07

Write Company B Here

B International is a Civil Engineering and Building Contractor, specializing in construction and services throughout the Caribbean. Delivering projects from concept to completion. The company has recently established a regional presence in Trinidad after it was awarded an 8 month contract to build a large multi-story car park with one level of retail.

- Projects under construction include City Centre developments in the two major cities and work at a production facility for British Gas Trinidad. Total value over USD70 million.
 - Accountable for the full control of a portfolio of building projects on the island from pre-contract negotiations, design, technical input at tender stage, interviewing and selection of sub contractors, liaison with clients representatives, contract and site correspondence, production and overview of programming.
 - Supervised and motivated Project / Site Managers, Foremen and Engineers.
 - Reviewed weekly / monthly progress and financial reporting.
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DIRECTOR OF ENGINEER AND PROPERTY DEVELOPMENT

Mar 03 - Mar 04

Write Company C Here

C International are at the forefront of cryogenic technology and have developed a process for the recycling of used tyres and technical rubber into Micropowder© for use in manufacturing and the production of thermoplastic elastomers.

- Developed logistic plans and refined plant design to suit local conditions.
- Created detailed development rollout programmes that incorporated project costs and projected plant revenue in order to assess the viability of proposed developments.
- Based in Berlin, responsible for the management scientists and process engineers during the development of the manufacturing process.
- Assessed, selected and appointed personnel, thereafter oversaw staff development.
- Site identification and selection, negotiation with local statutory bodies for construction approvals.
- Planned project costs for incorporation into business plans and presentation to funding organisations.

Cleveland

Write Company D Here

A global leader in technology based engineering, construction and steel fabrication services with an annual turnover in excess of US\$200M. Operating in Europe, Middle East, Asia and the U.S.A. Employing 2000 staff. The company has built three out of five of the longest suspension bridges in the world.

REGIONAL DIRECTOR (ASIA)

Apr 02 - Mar 03

- Managed business operations in Asia, with full responsibility for finance, business development, operations and personnel (60), with an annual revenue in excess of US\$26M.
- Developed strategic business and marketing plans for operations in Hong Kong, Malaysia and China.
- Identified and analysed strengths and weaknesses on operational issues.
- Researched and developed new business opportunities throughout Asia.
- Developed business relationships, promoted the organisation and optimised lead generation.
- Negotiated Joint Ventures and consortium agreements.
- In China - completed the fabrication of the 2 tallest transmission towers in the world.
- Maintained awareness of relevant industry standards and country restrictions.

DEVELOPMENT AND PROJECT DIRECTOR

Feb 01 - Apr 02

- Managed developments for a major share holder in Cleveland Bridge.

Key Projects included (Saudi Arabia):

(1) Construction of a turnkey 128 luxury housing compound with a total value of US\$24M.

(2) Development of an Oil Field Centre, an Industrial Park for 5 Al-Rushaid manufacturing companies and other tenants. This Greenfield Project's total value was US\$16M.

PROJECT DIRECTOR (UK)

Nov 95 - Feb 01

- Directed projects on the Canary Wharf development. Increased prospects for further contracts.
- Developed project strategy, ensuring completion of all contracts within forecasted profit margins.

Key Projects (combined value US\$ 90M):

(1) Concrete core and steel frame for a 44 storey HSBC tower the second tallest building in the UK.

(2) Steel frame for 2, ten-storey office blocks. (3) Design, fabrication and installation of 2 road bridges.

EARLY CAREER SUMMARY

Senior Project Manager	Abu Dhabi, United Arab Emirates	1993 - 95
Project Manager	(Channel Tunnel Project)	1991 - 93
Construction Manager	Limited.	1990 - 91
Site Manager	Construction	1988 - 90
Army Officer	H.M. Forces.	1985 - 88

Status: Married. Born: 1965.