
Paul Jones

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MULTI-FACETED PROJECT AND SITE MANAGER

♦ Business Development - Commercially Astute - Engineer - Sales ♦

Highly successful Site Engineer and a diplomatic negotiator with multifaceted responsibilities. Possessing a track record of securing multi-million pound contracts covering the complete bidding cycle, whilst providing the full range of design, engineering, project / programme management services and client solutions. Continually meeting increased regulatory targets for out turn costs, on-time deliveries within a Continuous Improvement environment. Now looking to secure an international appointment that offers a genuine opportunity for career progression.

AREAS OF EXPERTISE

- Project Management
- Business development
- Procurement
- JV partnerships
- Identifying client needs
- Site management
- Continuous Improvement
- Risk / viability assessments
- Major schemes of work
- On-time delivery
- Financial controls
- Demand fulfilment
- Health and Safety
- Budgeting
- Cost control

PROFESSIONAL DEVELOPMENT

MSc.	Project Management (current studies - distance learning)	2006
BEng (Hons)	Engineering.	2004
BTEC	Nat. Cert. Electrical and Electronic Engineering	2001

PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

PROJECT MANAGEMENT

Jan 06 - Present

Write Company A Here

Part of an integrated team delivering £150m of waste water treatment upgrades in the North East. Establishing new contracts, as well as overseeing many new sites, including setting up site offices, gathering the right resources for the contract in terms of staff and operatives, monitoring programme, production, health and safety issues and everything else involved in the successful delivery of a project.

- Working to very tight timescales, built a sound construction teams that worked for each other and ultimately delivered a successful jobs for both the client and the business.
- Responsible for all commercial aspects of new contracts including initial negotiations and tendering.

SITE MANAGER

May 04 - Jan 06

Write Company B Here

Upgrading and maintaining water infrastructures, improving effluent discharges, reducing flooding and improving water quality at various sites. Also upgraded and replaced key underground and aboveground assets. Optimising value for money whilst minimising disruption to existing operations and the public and delivering ever-improving quality standards.

- From early success on the introduction of traditional procurement specifications, moved on to a challenging level of cost management, design approvals, document control, Health and Safety, budgeting and administering work on all projects, all within strict timescales.
 - First person to receive both awards for Safety and Commercial Awareness for consistent out-performance
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PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

Procurement Achievements:

- Recognised the benefits that supply chain partnership arrangements bring to our organisation and our clients. Supporting business operations through more efficient procurement.
- Secured reliable and consistent suppliers.
- Reduced costs through innovation and product development.
- Continually improved processes and procedures for forecasting demand, managing logistics and controlling materials.
- Obtained best value for money for our clients.
- Developed strategic alliances with suppliers and manufacturers.

SENIOR DESIGN ENGINEER

May 03 - May 04

Write Company C Here

Currently the largest construction project in the UK, when complete in 2008, 'T5' will be one of the most advanced integrated passenger terminals in the world, increasing Heathrow's capacity by 35m passengers.

- Responsible for Project Design and Management (electrical and instrumentation), client liaison, site surveys, agreeing deliverables, procurement, CAD, systems engineering and project documentation.
- Planned the right labour, plant, materials, information, quality, place, at the right time, every time.
- Eliminated budget and programme overruns, resolved conflicting relationships between stakeholders, and increased the reliability and quality of information flow and material supply.
- Developed close working relationships with many BAA design consultants.
- Wrote the "Control Philosophy for Water Flow and Recycling".
- Looked after the ABB contract worth over £1/2 Million.

EARLIER CAREER SUMMARY

Instrument Engineer	Water	1997 - 03
Instrument Technician	Industrial Controls Ltd.	1996 - 97
Systems Engineer	Power Generation, Singapore	1995 - 96
C&I Engineer	Industrial Controls Ltd.	1993 - 95
Electrical Apprentice	Industrial Controls Ltd.	1992 - 93

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Status: Married with 2 Children.

Born: 1975.