

PERSON SPECIFICATION

Commercial Manager

QUALITIES		ESSENTIAL	DESIRABLE
EDUCATION AND PROFESSIONAL QUALIFICATIONS	HNC or equivalent in Building Studies	√	
	Member of professional and/or Management Organisation		√
KNOWLEDGE	Commercial/business marketing experience in public/private sectors	√	
	Minimum 3 years experience at senior level		√
	Knowledge of estimating and tender documentation	√	
	In depth knowledge of building methods	√	
	Knowledge of financial regulations and procurement processes	√	
SKILLS	Good negotiating skills	√	
	Good communication skills	√	
	Ability to work under pressure	√	
	Able to use own initiative	√	
	I.T. literate		√
	To be able to recognise opportunities and develop them	√	
	Numeric and literacy skills	√	
PERSONAL COMPETENCIES	Outgoing personality	√	
	Flexible	√	
	Team Player	√	