

Graham Hall BEng (hons)

Current Employment & Experience

Fussey Piling Ltd August 2011 to Date

Position **Contracts Manager**

After a period away from the business Graham re-joined Fussey Piling Ltd in August 2011. Fussey Piling is a specialist civil engineering piling contractor and part of the Fussey Engineering Group. At Fussey Piling he performs a key role within the organisation. Reporting to the Managing Director and CEO, his position entails managing all aspects of a project from contract negotiation to final account.

Duties & Responsibilities

- Estimating and pricing using a computer-based tendering system.
- Programming, organisation and management of individual contracts with values between £20k and £4.5m.
- Issuing of all contract correspondence including safety plans, method statements, quality plans, environmental plans and risk assessments.
- Organisation of the project team, plant and materials including all purchasing and logistics.
- Continual monitoring of contracts to ensure they are completed on time and within a strict budget.
- Applying for monthly payments and dispute resolution.
- Extensive travel throughout the UK looking at new sites for suitability and access.
- Sales and marketing for prospective work and attending subsequent pre-contract / pre-order meetings.
- Public relations to the construction press to increase company and brand awareness.

Commercial Marine & Piling Ltd June 2008 to July 2011

Position **UK Business Development Manager,
Contracts & Commercial Manager**

CMP are steel piling and marine construction specialists. Employed initially as a Contracts / Commercial Manager, Graham negotiated and executed a £4.5million contract to install the sheet piling on the prestigious M25 Widening Project with the formulation of a Joint Venture partnership with Kim Barker Construction Ltd. At CMP he undertook a number of marketing initiatives to build on the CMP 'brand' and to ensure opportunities for business development were not overlooked. Reporting to the Managing Director, his position entailed managing all aspects of a project from the initial enquiry and estimating through to commercial execution of the site works to final account.

Fussey Piling Ltd

January 2000 to June 2008

Position

Director

Fussey Piling Ltd is a specialist civil engineering piling contractor and part of the Fussey Engineering Group. At Fussey Piling he performed a key role within the company and had been pivotal in increasing the turnover from £2.7m to £8million in just eight years and at the same time increasing the number of new business clients. Reporting to the Managing Director and CEO, his position entailed managing all aspects of a project on as many as six different sites at any one time from contract negotiation to final account.

Stent Foundations Ltd
(Now BBGE)

September 1991 to December 1999

Position

Contract Engineer / Project Manager

Stent is a foundation engineering contractor operating all over the UK. Based in the Hook office, he worked as a member of the various piling teams and reported to the relevant Operations Manager. During this time he gained his civil engineering qualifications and progressed through the ranks from a Junior Engineer

Education, Qualifications and Training

1995 - 1999	University of Portsmouth Department of Civil Engineering Burnaby Building, Burnaby Road Portsmouth PO1 3QL <u>BEng (Hons) degree in Civil Engineering</u>	2:1
1993 -1995	Norfolk College of Arts and Technology Tennyson Avenue, Kings Lynn Norfolk PE30 2QW <u>HNC in Civil Engineering Studies</u>	Merit
1991 - 1993	Norfolk College of Arts and Technology <u>ONC in Civil Engineering Studies</u>	Merit
1984 – 1990	Fort Hill Community School Kenilworth Road Basingstoke RG23 8JQ <u>9 GCSE's</u>	Grade A to C

Other training

- Holds a 'Contracts Managers' Black Construction Skills Certification Scheme Card (CSCS)
- Full UK Driving Licence
- CITB SMTS 5 Day training course
- Management Safety Representative
- Member of the Steel Piling Group
- MS Office Computer Training 2 Day Course
- Attendance at a Drive & Survive 1 day Course
- Attended a 5 day CECA 'Managing the Future' management course