

## Commercial Management Principal

[Apply Now](#)

Company: MasTec Inc

Location: United States

Category: business-and-financial-operations

### Overview

The Commercial Management Principal shall be jointly responsible together with the Vice President of Project Services, Director of Legal, and Director of Preconstruction for client contract negotiations, project and company risk management, and other commercial and risk management activities within the Company. The Principal shall assist in the development, implementation, training, controlling and continuous improvement of project and company commercial and risk management processes, systems, and tools within the Company. The Principal shall act as a key resource and contributor to other group and department team members as a functional leader in strategy, talent development, change management, results driving, and systems development.

### Responsibilities

#### **Cultural Leadership:**

Facilitate and lead continued development and promotion of a culture of accountability in line with the Company Beliefs within the Group and the Company as a whole.

#### **Strategy Leadership:**

Clearly defining problems or opportunities and their solutions through a long-term perspective to planning and problem solving, understanding the external business environment, considering wider impacts of decisions and choices on the overall business, creating ideas and platforms contributing to a growth orientation, and focusing on ways to increase differentiation in the marketplace and leverage competitive advantage to enable the Company's achievement of its Key Results and business objectives.

Assist the Group Vice President in developing the Group's strategy, vision, budgets, and business plans.

Provide regular reporting to the Group Vice President as required.

Represent the Company and its best interests with a high degree of professionalism, integrity and trust at all times and in accordance with the Values and Beliefs of the Company.

Establish and maintain relationships with existing and new clients.

Act as a resource for other team members and colleagues within the Company.

Work closely with all directors or senior managers and other Group Vice Presidents as needed to develop and accomplish goals and strategic plans, including business planning, budgeting, and operations and management process improvements.

### **Driving Results:**

Consistently execute on the Company's and the Group's strategic priorities and initiatives while fostering a results-oriented environment.

### **Project Deals and Planning:**

Coordinate with Estimating Department:assist in bid evaluations and preparations for target projects, including those projects for key clients, targeted short-listed projects, and projects where the Company has been awarded the project from a commercial management and risk management perspective; andreview the initial estimating risk analysis and project classification, and advance the project risk register and risk analysis for target projects, including a review of contingency funds and management reserves.

Lead client contract negotiationslead detailed contract reviews and deal negotiations together with the assigned Construction Account Executive, Senior Project Manager, and/or Lead Estimator for target projects as well as the Legal Department team members;support the Preconstruction team to ensure that the contract construction schedule has been developed accurately and in sufficient detail for the project, including an analysis against contractual delay penalties, if applicable;support the Preconstruction team to ensure that the scope of work, schedule of values, engineering, and the construction schedule are all aligned for the project and are captured appropriately in commercial documents;work with Preconstruction Department team members in development, review, tracking and finalization of all contract

exhibits and supporting documentation; and realize the closure of project deals and signing of client project agreements.

Manage and coordinate all project preconstruction planning activities after contract signing: contribute to the development and review of the project execution plan for key commercial and risk management components along with training of project teams on such components; support the project teams and Legal, Engineering and Procurement Departments in negotiations, planning, and management of all major subcontracts, suppliers, and engineering selection; and assist the Preconstruction team, Senior Project Manager, and Construction Account Executive with managing and coordinating client project management interfaces prior to project mobilization.

### **Project Risk Management Planning and Facilitation:**

Support project constructability and risk reviews, including holding risk identification and management sessions and preparation of the project risk register for each project from estimating through project close out of warranty.

Champion the use of the risk management system for all projects.

Work with estimating and finance teams to analyze cost models for finalization prior to contract signing.

Assist in tracking ongoing implementation of risk related action plans to ensure target mitigation is met.

Develop contracting positions to mitigate, avoid, or transfer risk exposure that may arise during project execution and translate those positions into the project execution plan.

### **System and Process Development, Improvement and Controlling:**

Implement and continuously improve the Company's commercial management standard operating procedures, including all related processes and tools.

Together with the Preconstruction Department, support the implementation and continuous improvement the Company's risk management standard operating procedures, including all related processes and tools.

Perform reviews and undertake both site and office-based audits of project teams'

adherence to the Company's commercial and risk management standard operating procedures.

Participate in senior management project reviews during execution to evaluate key metrics regarding financial performance, schedule, risk and opportunities, and client relationship status.

**PERCENT TIME:**

Cultural Leadership – All of the time

Strategic Leadership – 10%

Project Deals and Planning – 75%

Project Risk Management Planning and Facilitation – 10%

System and Process Development and Improvement – 5%

Qualifications

**Education and Work Experience Requirements:**

Bachelor's degree or equivalent experience

10+ years relevant experience

Knowledge, Skills and Abilities Required:

Take reasonable care of your own and others' health and safety and of those who may be affected by the day-to-day delivery of this role by taking personal responsibility for working toward Company's Zero Injury principles

Possess excellent written and verbal communication skills and

Possess excellent negotiation skills

Excellent computer skills

Ability to multi-task and work in a fast-paced environment

Work well under pressure, and ability to meet timelines and deadlines

Works well independently and as both a leader and contributor to teams

MasTec, Inc. is an equal employment opportunity employer. The Company's policy is not to unlawfully discriminate against any applicant or employee on the basis of race, color, sex, religion, national origin, age, disability, genetic information, military status or any other consideration made unlawful by applicable federal, state, or local laws. The Company also prohibits harassment of applicants and employees based on any of these protected categories. It is also MasTec's policy to comply with all applicable state, federal and local laws respecting consideration of unemployment status in making hiring decisions.

#LI-JB1

#LI-Remote

[Apply Now](#)

#### Cross References and Citations:

1. [Commercial Management Principal MontrealjobsJobs United States Montrealjobs](#)
2. [Commercial Management Principal Caregiverjobs Jobs United States Caregiverjobs](#)
3. [Commercial Management Principal BangkokjobsJobs United States Bangkokjobs](#)
4. [Commercial Management Principal Directorjobs Jobs United States Directorjobs](#)
5. [Commercial Management Principal Gynecologistjobs Jobs United States Gynecologistjobs](#)
6. [Commercial Management Principal HollywoodjobsJobs United States Hollywoodjobs](#)
7. [Commercial Management Principal Sapjobs Jobs United States Sapjobs](#)
8. [Commercial Management Principal CustomerservicejobsJobs United States Customerservicejobs](#)
9. [Commercial Management Principal Smartjobsearch Jobs United States Smartjobsearch](#)
10. [Commercial Management Principal HoustonjobsJobs United States Houstonjobs](#)
11. [Commercial Management Principal Istanbuljobs Jobs United States Istanbuljobs](#)
12. [Commercial Management Principal UkjobopportunitiesJobs United States Ukjobopportunities](#)
13. [Commercial Management Principal Europejoblistings Jobs United States Europejoblistings](#)

14. **Commercial Management PrincipalViennajobs Jobs United States Viennajobs ↗**
15. **Commercial Management PrincipalTeachingassistantjobs Jobs United States Teachingassistantjobs ↗**
16. **Commercial Management PrincipalItalyjobsJobs United States Italyjobs↗**
17. **Commercial Management PrincipalGovernmentjobsnearme Jobs United States Governmentjobsnearme ↗**
18. **Commercial Management PrincipalFindfreelancerjobs Jobs United States Findfreelancerjobs ↗**
19. **Commercial management principal Jobs United states ↗**
20. **AMP Version of Commercial management principal ↗**
21. **Commercial management principal United states Jobs ↗**
22. **Commercial management principal JobsUnited states ↗**
23. **Commercial management principal Job Search ↗**
24. **Commercial management principal Search ↗**
25. **Commercial management principal Find Jobs ↗**

Source:<https://us.expertini.com/jobs/job/commercial-management-principal-united-states-mastec-inc-00ba2a8cd8/>

Generated on: 2024-05-01 by Expertini.Com