

# Commercial Manager – Civils | Leading Main Contractor | Dublin



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- Senior commercial leadership role delivering major civil engineering and infrastructure projects across Dublin
- Excellent opportunity to oversee commercial performance, mentor high-performing teams, and drive project profitability
- Attractive salary and executive benefits package with excellent long-term career progression

Oradeo Recruitment are seeking an experienced **Commercial Manager – Civils** to join a leading main contractor delivering large-scale civil engineering and infrastructure projects across the Dublin region. This is a key leadership position responsible for overseeing the commercial management of multiple projects, ensuring commercial objectives are achieved while maintaining the highest standards of contract administration, cost control, and client service.

The successful candidate will work closely with operational, procurement, and project delivery teams, providing strategic commercial leadership throughout the project lifecycle. This role offers excellent exposure to landmark infrastructure projects and provides clear progression into senior commercial leadership positions.

### Commercial Manager Responsibilities:

- Lead the commercial management of multiple civil engineering and infrastructure projects from tender award through to final account

- Prepare and manage interim valuations, applications for payment, final accounts, and commercial reporting
- Monitor project costs, cash flow, forecasts, and commercial performance to maximise profitability
- Carry out detailed reviews of contract documentation, identifying commercial risks and contractual opportunities
- Prepare, negotiate, and agree interim and final accounts with clients and key stakeholders
- Work closely with Procurement teams on subcontractor selection, tender analysis, contract negotiations, and appointments
- Prepare quantity take-offs and provide commercial support to estimating, planning, and project delivery teams
- Manage contractual claims, variations, change management, and extension of time submissions
- Record and manage contractual delays, risks, and associated commercial impacts
- Provide commercial guidance and support to Project Managers and site teams throughout project delivery
- Lead, mentor, and develop Quantity Surveyors and Commercial team members
- Build and maintain strong relationships with clients, consultants, subcontractors, and suppliers
- Ensure compliance with contractual obligations, company procedures, and industry best practice

### **Necessary Skills & Requirements:**

- Third-level qualification in Quantity Surveying, Construction Management, Civil Engineering, or a related discipline
- 10+ years' commercial experience with a main contractor delivering civil engineering or infrastructure projects
- Proven experience managing the commercial aspects of major infrastructure, utilities, highways, or heavy civil engineering projects
- Chartered status, or working towards chartership, with a recognised professional body is highly desirable
- Strong understanding of construction contracts, procurement strategies, cost control, and contract administration
- Excellent commercial awareness with proven negotiation and financial management skills
- Strong leadership experience managing and developing commercial teams
- Excellent communication and stakeholder management skills
- Strong analytical and problem-solving abilities with exceptional attention to detail
- Highly proficient in Microsoft Office and commercial management systems
- Eligible to work in Ireland
- Full EU Category B Driving Licence

***For more information about this Commercial Manager – Civils position or other Senior Commercial opportunities, contact Oradeo Recruitment confidentially on +353 1 687 7188 or email [recruitment@oradeo.com](mailto:recruitment@oradeo.com)***

***About Oradeo*** – Oradeo Recruitment are specialists in the construction & engineering sector. We are a leading service provider in Ireland, the UK, and Europe for professional recruitment services and managed labour across Construction & Civil Engineering, Data Centres, Mechanical & Electrical, Life Sciences, and Renewable Energies sectors.