PERSONNEL PROFILE

Andy Smith

Position at LFS:
Commercial Manager

Introduction:

I am a Construction Commercial Specialist with over 30 years of industry experience having worked in New Build, Commercial Refurbishment and Social Housing projects with values up to half a billion pounds.

My career has also included the project management of a number of schemes upgrading windows, doors, kitchens and bathrooms including the plumbing and electrics with project values up to £5m and bringing these projects to successful quality, time and cost completion.
It is this combination of commercial and operational experience that provides the foundation to my role as the Commercial Manager for LFS.

Principle Responsibilities:

- To work collaboratively with our clients to secure Fire Door and Fire Stopping contracts which ensure value for money is delivered.
- To drive best practise and innovation across our contracts to improve customer satisfaction so that projects are delivered with no financial surprises and in a format that works best for our clients.
- To lead and develop a team covering the pre-construction and commercial management of all projects undertaken by LFS, ensuring estimates are delivered accurately and in the format requested.
- To develop and regularly update our clients' Schedule of Rates.
  Accountable for financial performance and growth of our business whilst delivering outstanding project performance.

Key Achievements:

- I have worked with a number of sub-contract organisations in the construction sector and have been instrumental in challenging and developing procedures and processes to ensure the businesses run smoothly with greater commercial acumen.
- Generating improved cash flow, increased bank liquidity and reducing debtors' days, significantly, whilst maintaining excellent client relationships.
- I am proud of managing the internal refurbishment of a suite of bunkers into a makeshift satellite office for a Middle Eastern ruler during the Gulf war featuring extensive stone flooring and cladding, a bank size vault and a state-of-the-art security system to give 360 degree Sound and vision coverage around the estate.

Qualifications & Accreditations:

- Quantity Surveyor with Adjudication experience
- Knowles Construction Law course
- Asbestos Manager's Certification