**Job Title:** Commercial Lead / QS

**Location:** Bristol

**Working hours:** 08:00 – 17:00

**Employment type:** Full Time

**About LivGreen:**
At LivGreen, we’re passionate about creating sustainable, energy-efficient solutions that drive positive change. Our team is dedicated to delivering high-quality services while ensuring safety, compliance, and environmental responsibility. If you share our vision and thrive in a dynamic, purpose-driven environment, we’d love to hear from you!

**Core Values**

Our business works and thrives on the below values;

* Right From The Start
* Day One Mindset
* Extreme Ownership

**Why Join LivGreen?**

At Livgreen, we’re not just about delivering projects – we’re about making a difference. Here’s why you’ll love working with us:

* Benefits including cycle to work scheme, pension, tech scheme
* Medical cash scheme
* Option to buy more holiday
* Purpose-Driven Work: Be part of a team that’s committed to sustainability and driving positive change.
* Room to Grow: We’ll support your professional development and help you reach your career goals.
* Collaborative Environment: Work alongside a passionate and supportive team where your ideas are heard.

**The Ideal Candidate**

* At least 2 years’ experience in a Commercial / QS role
* Tenacious self-starter
* Hardworking, persistent, and dependable
* Adaptable, positive, determined, competitive and team player
* Well organised and efficient with a keen eye for detail
* Strong communication skills
* Time keeping

**Responsibilities**

* Overall responsibility for project gross margin and increasing this from agreed budget
* Create a project budget from contract / schedule agreed with sales team ready for sign off by Business Unit Director & Head of Commercial
* Populate and own monthly Project Profitability Report (PPR)
	+ Monthly work in progress figures
	+ Past/current and future projections including revenue, variations and purchases to create an accurate live gross profit position
	+ Documented strategy to increase gross profit margin
	+ Past/current and future cash flow position
* Formulating and submitting accurate and timely monthly valuations to client on time every month
* Formulating mid-month valuations for internal monitoring
* Creating and submitting monthly cash flow forecasts to clients for the upcoming quarter
* Ensuring positive cash flow on all projects from Day 1
* Managing and ensuring all variations are captured and agreed with client to maximise opportunity for gross profit increase and pass to Project Buyer so POs can be raised and valuation templates updated.
* Communicating contra chargers with Project Buyer so they can pass on to the supply chain. For example, if we have had to arrange an emergency call out, making sure this is contra charged by the Project Buyer to the relevant contractor.
* Manage project transactions and carry ultimate responsibility for cash outgoing from projects within the business unit. Final approver for all payments made on projects.
* Constantly looking for opportunities to increase available sub-contractors. (Onboarding is done by Supply Chain team).

**Top Priorities**

* Committing to ensuring every project achieves gross margin target and constantly looking at innovative ways to increase.
* Ensuring PPR report is on time every month
* Ensuring monthly valuations are on time every month

**Requirements**

If you would like any further information prior to applying, please get in touch with Imogen.

LivGreen values diversity and promotes equality. No terminology in this advert is intended to discriminate against any of the protected characteristics that fall under the Equality Act 2010. We encourage and welcome applications from all sections of society and are more than happy to discuss reasonable adjustments and/or additional arrangements as required to support your application.

**Note:** LivGreen prefers to hire directly and we will be in touch with our PSL Agencies if this role is eligible. We do not accept speculative CVs and no fee will be applicable if sent.