AIS FLEGG PROJECTS
An Ainscough Industrial Services Company

AIS Flegg Projects Limited
Head Office: 1 Griffin Lane, Aylesbury, Buckinghamshire, HP19 8BP
Sales: 0800 660 550 | Head Office: 01296 630 234
www.fleggprojects.co.uk

Job description

Company: AIS Flegg Projects Limited
Job Vacancy: Senior Contracts Manager – Lifting Operations
Location: Aylesbury, Buckinghamshire (Hybrid Working)
Vehicle: Company vehicle provided

The Company

AIS Flegg Projects is part of Ainscough Industrial Services, one of the UK's largest privately owned industrial engineering companies.

The AIS Group provides specialist engineering services across a diverse range of industries, including machinery installation and relocation, mechanical engineering, medical machinery, technical and heavy lifting, and wind energy.

Operating nationally and internationally, we deliver complex and specialist engineering projects across sectors including construction, automotive, aerospace, manufacturing, pharmaceutical, infrastructure, power and many more.

With ambitious plans for continued growth and expansion, this is an exciting time to become part of our business.

Purpose of the Role

AIS Flegg Projects Limited is looking for an experienced Senior Contracts Manager to join our growing team. This is an exciting opportunity for a commercially minded and technically strong lifting professional to take ownership of key client relationships and manage a varied portfolio of lifting projects across London and the surrounding areas.

If you have a strong background in planning and coordinating lifting operations within live construction environments, hold the CPCS Appointed Person (A61) qualification and enjoy managing projects from initial enquiry through to successful delivery, we'd love to hear from you.

About the Role

As Senior Contracts Manager, you will be responsible for managing lifting operations for key clients across London and the surrounding areas.

You will oversee projects from initial enquiry and site survey through to costing, quotation, lift planning, resource coordination and successful delivery.

Combining client relationship management, commercial responsibility and technical expertise, you will play an important role in developing new opportunities, securing contracts and ensuring projects are delivered safely, efficiently and profitably.

The position offers a hybrid working arrangement, providing a balance between working from home, the Aylesbury office and attending customer and construction sites. A company vehicle is provided.

A key focus of the role will be construction site lifting operations, so practical experience of planning and coordinating lifting activities within live construction environments is essential.

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Main Duties

- Build and maintain strong relationships with key clients, acting as their main point of contact throughout the quotation, planning and delivery process
- Review tender documentation, undertake site surveys and establish project requirements
- Identify and coordinate the labour, equipment and resources required for each project
- Prepare costings, quotations and capability/capacity presentations
- Develop opportunities and convert enquiries into successful contracts
- Act as the CPCS Appointed Person (A61), taking responsibility for planning and coordinating lifting operations
- Prepare, review and manage lift plans, RAMS and associated health and safety documentation
- Coordinate project delivery with internal branch teams and external suppliers
- Monitor project costs against progress, ensuring effective commercial control
- Ensure all lifting operations comply with relevant regulations, company policies and procedures
- Maintain accurate records and manage opportunities through internal management systems

This list is not exhaustive, and you will be required to undertake other duties as directed by your manager.

About You

To be successful in this role, you will have:

- A CPCS Appointed Person (A61) qualification, with proven experience planning and overseeing lifting operations
- Demonstrable experience planning and coordinating lifting activities within live construction environments
- Experience working with principal contractors and site management teams, coordinating access, resources and programme requirements
- A good understanding of mechanical and electrical systems and lifting operations
- Knowledge of relevant industry regulations and health and safety requirements
- Strong commercial awareness and the ability to manage project costs
- Excellent communication, organisational and time management skills
- Strong problem-solving abilities and exceptional attention to detail
- Good IT skills, including Microsoft Office
- The ability to work independently and collaboratively as part of a wider team
- A full driving licence and flexibility to travel across London and surrounding areas
- A strong safety ethos
- A positive and enthusiastic attitude
- A drive to succeed

You must also align to the company's core values.

- Teamwork
- No Nonsense
- Commitment
- Attention to Detail

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- Hard Work
- Fairness

Additional Benefits

- Company vehicle provided
- Hybrid working – a combination of office, home and site-based working
- Annual company bonus scheme – 12% of branch profit shared between staff and charity
- Monthly additional bonus scheme
- Company pension
- Death in Service benefit
- Critical illness cover

You'll also be joining an established and growing engineering business, with specialist lifting and installation equipment, a strong client base and opportunities to make a real contribution to our continued success.

Apply today and become part of the AIS Flegg team.

"All personnel have responsibilities to apply the requirements of IMS systems and to make a positive contribution to constantly improve our QESH performance."