

**Senior Commercial Manager**  
**£80,000 to £100,000 plus package**  
**West London**  
**Vacancy ID: 010135**

### **What You'll Do**

You'll take the commercial lead on design-and-build workplace projects in the £1M-£4M range, occasionally stretching to £10M when the scheme demands it. This is not a role where you'll be filling in spreadsheets from the sidelines. You'll be shaping them, owning them, and defending the numbers upstream and downstream with conviction.

Your work will span the full commercial lifecycle. You'll price and manage variations, handle subcontractor accounts, lead valuations and produce monthly CVRs with rigour. You'll administer contracts properly, issuing timely notices, managing obligations, and ensuring contract administration is watertight. You'll close final accounts with confidence and commercial clarity.

You'll influence project setup, procurement strategy, supply chain engagement, risk planning, and commercial decision-making. You'll not just report the commercials; you'll improve them. When you speak, teams will listen, because you'll be speaking from evidence, timing, and experience.

### **What You'll Get**

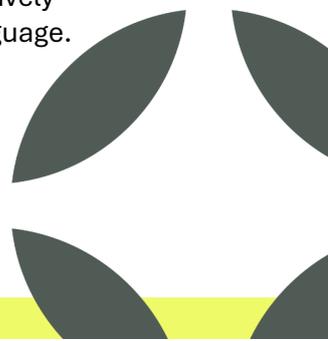
A salary in the £80,000 to £100,000 range, with a proper package that reflects seniority. You'll work on award-winning workplace schemes delivered by an innovative, commercially mature business. Hybrid working is not part of this role, but influence, recognition, wellbeing support, and commercial ownership absolutely is.

You'll join a team culture people stay in, because the work is good, the environment is supportive, and ownership is shared. You'll have autonomy and trust that feels earned, because it will be. The company leads in the CAT B design-and-build workplace sector, and this commercial seat influences delivery strategy, operations, and procurement decisions.

### **What You'll Need**

You'll need a proven track record as a Commercial Manager within design-and-build workplace or traditional fit-out. You must be able to run all financial aspects including Variations, subcontractor accounts, upstream and downstream valuations, CVRs, Final Accounts, and contract administration with timely notices.

You'll need commercial clarity, contract fluency, and delivery alignment. You'll need to improve commercial outcomes, influence teams, protect margin, and create value collaboratively without resorting to corporate buzzwords, Americanisms, or generic recruitment language.



### **About the Company**

You'll be joining a **respected Leading London-based design-and-build workplace contractor**, established for over 20 years with consistent delivery success. Their work spans workplace strategy, interior design, construction, refurbishment, and ongoing maintenance. They are known for bespoke, high-performing CAT B environments delivered end-to-end, backed by commercial maturity, innovation, awards, and a team culture that supports wellbeing without making a show of it.

They are recognised as a market leader with a forward-thinking approach. They want someone who owns the commercials and improves them, not someone who needs hand-holding.

### **Getting in Touch**

If this sounds like the right next step for you, call Matthew Lane on 07875 209843 or email [matthew@moonlightpartners.co.uk](mailto:matthew@moonlightpartners.co.uk)

Trust is the lifeblood of our business, and all enquiries will be treated with the utmost confidence. If you think you know the person for this role, we have a generous referral scheme, paying £500 to £2,000 per person you recommend depending on their salary level. Full terms available at <https://www.moonlightpartners.co.uk/recommend-someone>

