

# Sean Hildebrandt

## Commercial Manager

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| <b>Telephone</b>     | 07515546521                 |
| <b>Date of Birth</b> | 13/02/1984                  |
| <b>Nationality</b>   | British                     |
| <b>Address</b>       | Northop, Wales, UK          |

## Professional Qualifications

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| <b>University of Liverpool</b><br>Law                        | <b>2002-2005</b><br>LLB (Hons)          |
| <b>University of Reading</b><br>Surveying                    | <b>2007 - 2009</b><br>Post Grad Diploma |
| <b>Chartered Institute of Arbitrators</b><br>Member (MCIArb) | <b>Ongoing</b>                          |

## Summary of Experience

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A highly motivated and delivery focussed commercial professional with 14 years international experience in the commercial management of projects across the Oil and Gas, Nuclear, Utilities and Construction industries.

Having joined a global FTSE 250 engineering and project management company on their advanced commercial graduate scheme, I quickly progressed to senior project and corporate positions. This demonstrates exceptional drive, commercial acumen, relationship management and an ability to successfully close challenging issues.

## Professional Experience

**Wood\* (Nov 2005- Present)**

**\*Previously AMEC and Amec Foster Wheeler**

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**Wood Nuclear**  
**Business Service Line, Commercial Manager**

Knutsford, UK.  
July 2018- Present

Key Duties:

- ) Responsible for Pre and Post Contract activities for a business service line (annual revenue of C. £45m)
- ) Review and negotiation of main contract and subcontract terms and conditions
- ) Preparation and negotiation of disputes, remuneration models and variations
- ) Review and approval of estimates and tender submissions
- ) Building relationships with key internal and external customer focal points

**Wood Transmission and Distribution**  
**Commercial Manager**

Newport, South Wales.  
April 2017- July 2018

Client: Wales & West Utilities

Scope: Upgrade of Gas Distribution Network

Contract: NEC 3 Option C: Target Cost with activity schedule (2005)

Contract Value: £60m per annum

Key Duties:

- ] Member of Alliance Leadership Team
- ] Responsible for all post-contract commercial activities
- ] Oversight of valuations, forecasting, cost value reconciliations, system data and reporting activities
- ] Subcontractor Management: overseeing all aspects of pre-contract and post-contract activities (subcontractor expenditure £10m+ per annum)
- ] Drive change management / compensation events
- ] Dispute resolution: review viability of claims and negotiation of them
- ] Implement cost control and margin improvement plan with partners
- ] Owned risk management process to ensure informed decisions are taken and key issues are actioned

**AMEC International Limited,  
Country Commercial Manager**

Abu Dhabi, UAE  
Aug 2013- April 2017

**Key Duties:**

- ] Responsible for Pre and Post Contract activities for a portfolio of projects (annual revenue of C. £90m)
- ] Pre Contract activities include:
  - o Review and supervision of contractual negotiations, estimates and bonds / PCG's
  - o Commercial representative on Commercial Review Board to approve tender submissions (Delegated Authority to approve submissions up to \$50m)
  - o Working with business development to agree key prospects and pricing strategies
- ] Post Contract activities include:
  - o Review and approval of VOWD, Valuations and Client Cost Reports
  - o Review and approval of project P&L reports including risk provisions
  - o Preparation and negotiation of claims and variations (up to \$200m)
  - o Subcontractor management ('cradle to grave')
  - o Management of risk identification and mitigation
- ] Deputise for UAE Country Operations Manager
- ] Leadership of 6 direct commercial resources

**AMEC Natural Resources, MonArb Re-development Project  
Commercial Team Lead**

Aberdeen, Scotland.  
Jan 2012- Aug 2013

Client: Talisman Sinopec

Scope: EPC

Contract: Logic Construction Edition 2, October 2003

Contract Value: £100m (Call Off #1)

**Key Duties:**

- ] Commercial focal point of tender team that secured a 5 year Framework Agreement
- ] Integral part of the management team during detailed negotiations to finalise the target cost estimate and remuneration model for the MonArb Call Off Order
- ] Reported directly to the project manager, corporate management and client project manager
- ] Management of invoicing, forecasting, cost value reconciliations, system data and reporting activities
- ] Subcontractor Management: overseeing all aspects of pre-contract and post-contract activities (procurement budget of £9m+)
- ] Review and preparation of contract documentation and amendments
- ] Management of KPI mechanism to maximise return of variable profit

**AMEC Natural Resources, Britannia Long Term Compression Project\***  
**Commercial Team Lead**

Aberdeen, Scotland.  
Sept 2011- Dec 2011

Client: ConocoPhillips

Scope: EPC

Contract: Client Bespoke

Contract Value: £45m

**Key Duties:**



**AMEC Design and Project Services, Leftbank Apartments Project**  
**Graduate Quantity Surveyor**

Client: Westbury Homes

Scope: EPC

Contract: JCT Design and Build

Contract Value: £56m (Lump Sum)

Manchester, England.

Nov 2005 – Aug 2006

**Key Duties:**

- )] 1 of 2 graduates recruited for PLC Commercial Directors graduate development scheme
- )] Acquired a working knowledge of the commercial aspects of a major construction project
- )] Assisted the commercial manager resolve subcontractor disputes and agree final accounts
- )] Managed numerous small subcontract packages

**Interests**

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Running, golf, cycling, travelling and spending time with my family

**References**

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Available on request