

## Position Profile

# Head of Business, Fibre and Utilities



Energy | Compliance | Fibre | Utility | Property

# TURNER SERVICES

Progressive, Sustainable Technical Services



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## 1. Letter to Applicants

Dear Applicant,

Thank you for your interest in the role at Turner Services; Head of Business for Utility (t/a Optimum Technical Services) and Fibre. I am delighted that you are considering applying to work with our innovative and driven team.

Turner Services forms a division of the Turner and Co. portfolio of companies. Under the Turner Services banner we have 5 key brands, Energy, Utility, Fibre, Property and Compliance. Turner Services is committed to creating safe, sustainable, low-carbon living and working environments through the delivery of progressive technical services.

Turner and Co. has a proud past however we remain focussed on the here and now; working collaboratively to deliver progressive solutions to our customers. We are excited about the future and how we can contribute to a low carbon, cleaner and healthier living and working environment.

As a division we have enjoyed accelerated growth and now seek a dynamic new head of business to play a pivotal role in harnessing the momentum to develop and deliver successes within Utility and Fibre Services. Key to growth will be the ability retain current business whilst seeking and nurturing new opportunities both from within the existing marketplace and via new opportunities.

If you are dynamic, full of energy and ready to take the lead then I look forward to hearing from you.

Regards



Keith Kemsley  
Managing Director

## 2. The Company

### History

#### Turner Group of Companies

The Turner Group, founded in 1912, as a supplier to the emerging automotive industry, and has evolved through steady organic growth as well as acquisition. Today, Turner & Co is a privately controlled group of autonomous companies, engaged in the supply & servicing of equipment, asset rental and the provision of comprehensive support services. Employing over 1100 staff worldwide, the group enjoys a turnover of more than £160m, a reputation for profit retention and a solid financial operating platform.

Turner Services is the trading brand for Energy, Compliance, Fibre, Utility and Property Services. Optimum delivers the “Utility” services element of Turner Services.



#### Optimum Technical Services

Established in 2009, Optimum offered a service provision of independent Gas Auditing and Technical support to Local Authorities and Housing Associations. In July 2014, Optimum then became part of the LV Service Modernisation Framework by SP Energy Networks and have been successfully carrying out network reinforcement works since then.

Optimum became part of the Glasgow based, family run Turner & Company in November 2014. Optimum Technical Services currently operates at a 3-million-pound turnover and is currently a single contract business focused on Scottish Power.

#### Fibre Services

The fibre services business unit was formed in Spring 2019 and specialises in the design, installation, termination and testing of a wide variety of networking infrastructure, including copper and optical fibre cabling systems.

Using the latest techniques and equipment, we carry out High Voltage (HV) and Supervisory Control and Data Acquisition (SCADA) works for industrial and commercial customers across the offshore, wind farms and renewable energy sectors.

## Company Values:

Turner Services uphold the same values as the whole Turner portfolio –

**TEAMWORK, INTEGRITY, EMPLOYEE RELATIONS, COMMUNICATION, PROFITABILITY AND ENJOYMENT**

It is upon these intertwined foundation values that we build our successes.

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### 3. Introduction to the Role

The Business Head of Utility and Fibre Services will lead on the development and growth of one of the Turner Group's newest companies. With P&L responsibility for the function, the successful appointee will be a key influencing partner, a skilled negotiator accountable for driving new business and ensuring that all stakeholders reach their potential whilst working in line with the culture and values, aligned with their customer's expectations. They will be required to demonstrate a strong code of team ethics particularly in supporting operations and be comfortable in challenging the status quo.

As a key member of the Senior Management team this leadership role, will directly contribute to developing a team which will involve the consistent delivery of high levels of gross margin performance whilst growing market share. The business has an aggressive growth blueprint and plans to double in turnover in the next 3 years.

This is a hands-on, technical sales appointment that requires a strong knowledge of the utility market. Understanding of the procurement requirements for network operators would be a significant advantage; together with the ability to prepare tenders for framework applications and direct award. A background in procurement may provide the edge, as the ability to bid and secure new customer relationships within the Utilities sector whilst carrying full responsibility for the business activities of Optimum Technical Services Ltd is paramount. The focus will be on strategy, sales, profitability, compliance & safety, quality, supplier relationships, efficiency, innovation, and employee engagement.

**Title:** Head of Business – Utility and Fibre

**Reports to:** Managing Director

**Location:** Glasgow

#### **Position Overview:**

This senior management position will be responsible for providing strategic and operational leadership, growth and direction of Optimum Technical Services and Turner Fibre Services.

## Key Accountabilities

- Liaise with key stakeholders across utilities sector to identify and secure new business opportunities
- Respond to RFQ's/RFT's, prepare robust proposals to meet customer needs
- Provide support and advice on commercial and contractual risk
- Business development with current clients and contribute to contract re-negotiations
- Support the operations team with the delivery of each contract to the required standards
- Manage departmental budget
- Conclude and manage supply chain commercial arrangements
- Prepare commercial reports including Cost Value Reconciliations and cash flows
- Proactively engage and support company initiatives designed to promote a culture sitting within the operational function of safe working, environmental protection, and continual improvement
- Support operational team to ensure all works meets all client, safety, quality, and environmental requirements
- Ensure that the contracts deliver against profitability and cash flow targets
- Contribute and share best practice to bids and proposals elsewhere in the business

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## 4. Preferred Candidate Background

- Collaborative in approach, with a proven track record of influencing and engaging senior subject matter experts/stakeholders
- Previous experience in a senior leadership role within the utilities sector
- Knowledge of Fibre networks and equipment
- Procurement and contract management experience
- Ability to define opportunity pipelines as well as develop and execute commercial strategies
- Experience in leading a contract from sales through to delivery
- Preferably educated to degree level in an electrical discipline
- Relevant management or professional qualifications
- Proven high level negotiation skills and ability to influence at all levels
- An understanding of method statements and risk assessments
- Strong knowledge of Health & Safety and Quality management
- High degree of commercial, contractual, and strategic awareness
- Full driving license

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## 5. Remuneration

For details on remuneration please contact [jacquipaterson@livingstonjames.com](mailto:jacquipaterson@livingstonjames.com).

## 6. The Recruitment Process

Interested candidates should contact Jacqui Paterson of Livingston James, our retained advisors, in the first instance: [jacquipaterson@livingstonjames.com](mailto:jacquipaterson@livingstonjames.com). First stages will be managed by Livingston James, before moving to interviews with relevant members of the Turner Services team.

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