

## Join us to help lead the next wave of the digital economy.

Apto is a data centre company that designs, builds, and operates hyperscale data centres for our customers in high growth and emerging markets across Europe. Apto has been formed to develop and operate the European data centre assets of global investment manager, PIMCO, benefiting from access to scale, resources and land sourcing capabilities of one of the largest European real estate platforms. Guided by an esteemed leadership team with insights drawn from the world's digital and data centre titans, Apto brings over a century of combined experience in designing, constructing and operating data centres at scale.

From Day 1, the leadership team has focused on the type of company we want to build. We measure success by how well we demonstrate our values every day. We nurture an unfaltering passion for excellence, guided by our customers' needs and expectations. We obsessively take ownership, deliver on our promises, and create lasting positive impressions. We thrive on overcoming any hurdle to give our customers the best possible experience and outcomes. And, we have fun along the way.

Our access to capital and real estate is important but our most valuable asset is our team, and we are delighted now to be recruiting for a Commercial Manager.

### The role

- Reporting to the Commercial Director, we are looking for an ambitious and motivated individual to join our commercial team.
- You will own the development and validation of construction cost estimates from Stage 0 due diligence (DD) through to issued for construction (IFC) design stage.
- Working with the Apto design and pre-construction teams you will be responsible for identifying value engineering opportunities in Aptos basis of design (BOD).
- You will be responsible for developing and maintaining accurate cost databases, historical cost data, geo-parity metrics and inflation data.
- You will own the development of project funding requests and be responsible for presenting these to the Apto leadership team.
- Working alongside the Apto design, pre-construction and construction teams you will be responsible for the commercial management of General Contractors (GC), Owner Furnished Contractor Installed (OFICI) equipment vendors and third party consultants from tender stage to final account.

- You will be responsible for developing, maintaining and executing all cost control and change management processes.
- You will be responsible for reporting on project commercials monthly.
- Working alongside the Apto finance team you will support the month end payment and forecasting process.
- You will lead the procurement of GC, OFCI and third party consultant work packages from tender stage to contract award.
- You will support the identification and pre-qualification of new supply chain partners.

### Basic Qualifications

- Degree in Quantity Surveying or equivalent qualification.
- 7+ years relevant commercial, cost management or procurement experience.
- Experience in estimating civil, structural and architectural (CSA), Mechanical and Electrical work packages.
- Demonstrated ability to commercially manage GCs, OFCI equipment vendors and third party consultants.
- Demonstrated ability to manage construction contracts ranging from €1M to €300M.

### Preferred Qualifications

- Experience working with large data centre providers in multiple European metros.
- Understanding of Data Centre Mechanical and Electrical Systems.
- Understanding of the European Data Centre supply chain and market.
- Experience negotiating construction contracts with GCs, OFCI equipment vendors and third party consultants.
- Proven track record in creating high quality consistent documentation for processes, standards and procedures.
- Experience with engaging and managing third party Quantity Surveyors

### Location

Dublin or London with 30% travel across Europe.

### Reporting

Jude Clonan – Commercial Director at Apto.  
**Apto is an equal opportunities employer.**

### Contact Apto today.

If you are interested, please apply here: <https://hr.breathehr.com/v/commercial-manager-39053>