

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

The world depends on the infrastructure that keeps us connected. From the way we work to how we live, every moment depends on it. Yet most of that infrastructure sits in the same crowded hubs, running up against constraints of space, power and permits. That's where you come in.

At Apto, we design, build and operate hyperscale data centres where they're needed most – in Europe's fastest-growing markets, working with customers to unblock capacity bottlenecks. These are the places our customers need to be next, where land and power can be unlocked and where growth is possible – so the digital economy can thrive.

You'll join a business formed to develop and operate the European data centre assets of global investment manager PIMCO. We benefit from the scale, resources and land sourcing capabilities of one of the largest real estate platforms in Europe.

We have the firepower to deliver – but it's our people who make the difference: a leadership team behind some of the most ambitious data centre projects in the world, and colleagues who will push you, back you and bring you into the decisions that shape our future. From day one, we've been deliberate about the company we're building – values-led, customer-obsessed and ambitious for each other's success.

If you want to work somewhere you can see the direct impact of what you do, this is your moment. At Apto, we don't just build data centres. We build careers, capabilities and a culture where everyone owns the outcome.

The role

- Reporting to the Commercial Director, we are seeking an experienced and commercially astute Head of General Contractor (GC) Procurement to lead the end-to-end procurement of GCs for data centre projects across Europe. This role is critical to ensuring the successful delivery of high-value, technically complex facilities by securing best-in-class partners through strategic sourcing, rigorous commercial negotiation, and robust contract management.
- Lead supplier due diligence, pre-qualification, capability assessments, and performance reviews.
- Develop and execute procurement strategies for GCs aligned with project delivery timelines, budgets, and risk profiles.
- Build and maintain a high-performing GC supply chain with a focus on safety, quality, cost, and delivery performance.
- Collaborate with internal stakeholders (Design, Construction, Legal, Finance, Operations) to define scope, technical requirements, and procurement schedules.
- Lead the end-to-end tender process including tender development, bid evaluation, commercial analysis, and recommendation reports.
- Negotiate and finalize contracts ensuring alignment with company policies, approved funding and project-specific requirements.
- Partner with internal and external legal teams to negotiate contract terms and conditions.
- Drive cost transparency and value engineering initiatives throughout the procurement lifecycle.
- Identify and mitigate commercial and delivery risks through proactive contract structuring and supplier engagement.

- Monitor market trends, commercial data points and contractor capacity to inform sourcing decisions and strategic planning.

What we offer

Apto offers competitive salaries and bonuses alongside a full package of benefits that you'd expect. All employees are part of the Long-Term Incentive Plan, which offers a meaningful incentive to align the whole Apto team on the success of the platform. Further details will be provided during the interview process.

You will be joining Apto at an early stage in our development and the opportunities for career growth are limited only by your ambition. We will offer you a breadth of exposure to senior executives, investors and daily interaction with a world class team. Everyone takes accountability for the success of Apto – this mindset isn't for everyone but if it is for you – we'd love to have a conversation.

Basic Qualifications

- Bachelor's Degree in Construction Management, Quantity Surveying, Supply Chain Management or equivalent.
- 10+ years relevant procurement, supply chain or commercial management experience.
- Excellent commercial and negotiation skills with an ability to negotiate complex contracts.
- Experience in procuring civil, structural and architectural (CSA), Mechanical and Electrical work packages.

Preferred Qualifications

- Experience working on large data centre projects across multiple European metros.
- Experience working on the FIDIC suite of contracts.
- Strong understanding of construction methodologies, cost drivers, and risk management in data centre environments.
- Familiarity with Mechanical and Electrical systems, commissioning processes, and critical infrastructure requirements.
- Experience managing procurement across multiple metros in Europe, with knowledge of local contractor markets, regulatory environments, and cost trends.
- Familiarity with compliance frameworks including anti-bribery, modern slavery, and supplier diversity.

- Understanding of ESG principles and ability to incorporate sustainability criteria into contractor selection and contract terms.
- Ability to develop cost models, perform bid analysis, and present data-driven recommendations.
- Strong communication, negotiation, and influencing skills.

Location

- Dublin or London (3 days per week in office).
- Travel across Europe as required (25% to 30% travel).

Reporting

Jude Clonan – Commercial Director at Apto.

Apto is an equal opportunities employer.

Contact Apto today

If you are interested, please apply here on [Breathe](#)
