JERRY TURNER

Commercial and Programme Director

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PROFESSIONAL SUMMARY



www.penngate.co.uk

Accomplished Commercial Director with over 15 years of experience in commercial management, contract negotiation and strategic financial planning across telecoms, infrastructure and network sectors. Adept at managing high-value contracts, leading cross-functional teams and driving costsaving initiatives. Extensive expertise in NEC3/4 and FIDIC contract frameworks, with a proven track record in risk management, cost control and delivering large-scale infrastructure projects. A strategic leader with exceptional stakeholder management, negotiation skills and the ability to drive commercial success in complex environments.



Skills





- Strategic Negotiation: Proven ability to secure and manage high-value contracts, reducing costs and improving profitability.
- Project & Risk Management: Adept at identifying potential risks early and implementing solutions to minimise impact.
- Infrastructure & Telecoms Experience: Hands-on experience with large-scale infrastructure and construction projects.



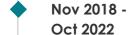
Work History



COMMERCIAL DIRECTOR Nov 2022 -Current

GENESIS GLOBAL - Contract

- Accountable for all significant commercial contracts and negotiations of a new 17,000-unit affordable housing project in Kenya, ensuring compliance with FIDIC Silver book contract requirements.
- Led the restructuring of financial processes and funding strategies, enabling swift project execution and investment approval.
- Led the RFP process with major EPCs and finally selected China State Construction and Engineering Corporation as the main contractor
- Using the FIDIC contract suite, I developed new contract frameworks in collaboration with international law firms, optimising risk allocation and procurement processes.
- Spearheaded high-value client engagements with major banks in Kenya, successfully securing large-scale infrastructure project finance.



DIRECTOR OF BUSINESS OPERATIONS

NETGEM - Contract

- Secured a five-year, multi-million-pound contract with a Tier 1 telecom provider, enhancing company revenue and market position.
- Developed operational strategies to support innovative fibre network deployments, aligning with commercial objectives.
- Integrated financial and commercial systems with Vodafone's customer loyalty platform, improving revenue recognition processes.
- Scaled platform logistics to manage over 3,000 sales daily, streamlining commercial operations.
- Built strong relationships with key stakeholders, resulting in successful partnerships.
- Negotiated favourable contracts with suppliers, improving costeffectiveness.

DIRECTOR OF COMMERCIAL ENGAGEMENT May 2013 -Oct 2018

TALK TALK TV, PHONE & BROADBAND

- Managed a £400m commercial budget, leading procurement and contract negotiations to optimise supplier costs.
- Successfully reduced operational costs by £60m through a strategic cost reduction program over 24 months.
- Led TalkTalk's Full Fibre partner strategy, overseeing FTTP network expansion and commercial agreements. Using the NEC 3/4 suite, a new contractual framework was built with infrastructure partners, including Open Reach.
- Negotiated a £300m mobile network contract, driving an innovative Femto network rollout.
- Transformed customer service operations by consolidating outsourced partners from six to three, improving efficiency.

HEAD OF PRODUCT DEVELOPMENT & DEVICES Sep 2008 -

Apr 2013

TALK TALK TV. PHONE & BROADBAND

- Managed an £80m hardware budget and a £7m cost centre, overseeing end-to-end product development lifecycles.
- Delivered the first ISP-integrated YouView set-top box, generating £30m in incremental revenue.
- Negotiated complex commercial agreements with European technology partners, optimising cost structures and product innovation.
- Streamlined customer feedback process, enhancing product development efforts.

OPERATIONS DIRECTOR May 2006 -Sep 2008

SIEMENS SIS UK / INTERNET SERVICES

- Led the technical implementation of BBC internet projects, managing a team of 35 engineers.
- Increased project delivery efficiency by 70% through process optimisation.
- Developed commercial frameworks for server hosting and data centre management.
- Secured process improvements for increased quality, compliance and efficiency.
- Aligned departmental objectives with overall company goals for unified direction and focus.



BSc (Hons): Industrial and Product Design Sep 1995 -University of Westminster Sep 1998

Earned 2:1 Award

BTEC National Diploma: Computer Studies



Sep 1989 - Amersham CollegeSep 1992 • Earned Distinction Award



Additional Information



Experienced in large-scale infrastructure and construction projects, including contract and financial management. Willing to travel across the UK for site visits, project meetings and stakeholder engagements. A strong advocate for innovation, mentoring and coaching within commercial teams.



Interests



Passionate about sport; plays football and runs regularly. Completed the London Marathon 2013. Sailing – Day skipper certified. Thoroughly enjoys a challenge and previously completed three parachute jumps and a tandem skydiving jump.