

JERRY TURNER

Commercial and Programme Director

Address 44, New Road, Penn, High Wycombe,
HP10 8DL

Phone +447740634831

E-mail jerry@penngate.co.uk



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 cost-saving 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

- Contract Management: Skilled in NEC3/4 and FIDIC contract frameworks, ensuring compliance and risk mitigation.
- Financial & Commercial Oversight: Strong analytical ability to interpret financial data, optimise budgets and maximise cost efficiency.
- 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

Nov 2022 - Current **COMMERCIAL DIRECTOR**
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.

Nov 2018 - Oct 2022 **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 cost-effectiveness.

May 2013 - Oct 2018 **DIRECTOR OF COMMERCIAL ENGAGEMENT**

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.

Sep 2008 - Apr 2013 **HEAD OF PRODUCT DEVELOPMENT & DEVICES**

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.

May 2006 - Sep 2008 **OPERATIONS DIRECTOR**

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.



Education

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

- Earned 2:1 Award

BTEC National Diploma: Computer Studies

Sep 1989 - Amersham College
Sep 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.