



# TREVOR GANE

Enjoying over 30 years of experience in a very successful and progressive career in the construction industry which has provided a diverse and highly valuable track record.

Strong focus on project management during 15 years as company director with T G Construction Ltd where I built strong relationships with everybody involved which has been the foundation for achieving continued success.

Always looking to challenge myself and manage others to set new, higher standards of performance which motivates everybody to work together to achieve individual and common goals.

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Driving Licence

## SKILLS

- Over 30 years experience in the construction industry.
- Strong ability to monitor and manage ongoing project budgets which will be essential when following CapEx strategy.
- Excellent knowledge of building techniques, current building regulations and planning permission process to ensure the correct specification, system and style of construction is chosen and executed.
- Accomplished at reading drawings and visualizing finished product and layout.
- Adept at working with architects and structural engineers at design stage and providing solutions when variations to original scope of work is required
- Communication and listening skills
- Good understanding of the current health and safety regulations (CDM 2015) producing a risk assessment file for each project with a

## WORK HISTORY

### COMPANY DIRECTOR (SENIOR PROJECT MANAGER)

T G CONSTRUCTION LTD | STOCKPORT

MAY 2004 - JUL 2018

- Enjoyed setting up my own company which grew into a well established and respected business with turnover in excess of £1.5million per year.
- Responsible for quotations, meeting clients and winning contracts ensuring profit margins are maintained.
- Apply for planning permission and building regulation approval on behalf of clients when embarking on a design and build project. Working with architects and structural engineers throughout the project to ensure production of all relevant certificates upon completion.
- Built up an impressive portfolio of domestic and commercial projects providing design and build options for the discerning client.
- Responsible for managing multiple projects simultaneously by building good relationships with everybody involved.
- Keep a tight reign on the budget and program/schedule of works by anticipating and solving any issues before they affect the critical path.
- Responsible for risk assessment and health and safety and to ensure all work complies with the Construction (Design and Management) (CDM 2015) regulations by producing a construction phase plan.
- Navigate variations of contract with the client with regards price and timescale to ensure new agreements are in place and oversee invoicing is charged accordingly.
- Constantly updating database of sub-contractors with regards to their track record on reliability, price and quality of workmanship. This ensures each sub-contract is awarded to the best candidate to achieve best results every time.
- Allocate and balance in-house resources of labour and plant according to demands/timescales of each individual contract.

construction phase plan to manage and mitigate the risk on site. Ensure this is communicated and distributed to everybody involved in each project.

- Personal management, self confidence, setting goals and taking pride when achieved.
- Group management, leading and being part of a team, cooperating and willingness to negotiate disagreements.
- Confident to lead group meetings encouraging development of good ideas from all team members which promotes ownership of new strategies resulting in higher percentage of likely success.
- Problem solving and an ability to always find an alternative solution.
- Measuring, sourcing and ordering materials with suppliers and negotiating lowest price and delivery schedules.
- Managing, motivating and programming all the various trades to produce quality finish within budget and timescales ensuring they all follow on and dovetail with each other to avoid delays.
- Desire to use own initiative when appropriate but also realize when to follow organizational principles and procedures.

## EDUCATION

### SHEFFIELD HALLAM UNIVERSITY

SHEFFIELD

AUG 1995

HND BUILDING STUDIES

### STOCKPORT COLLEGE

AUG 1993

OND Building Studies

- Authorize payments to subcontractors once targets have been achieved and minimum standard of finish has been met. Oversee payroll for in-house workforce.

### BRANCH MANAGER

HUWSGRAY (BUILDBASE) | LONGRIDGE

FEB 2023 - CURRENT

- Driving branch forward towards this year's target of £3.4million which we are currently slightly ahead of.
- Ability to follow budget, identify areas of potential over spend or underachievement and making changes when necessary to achieve target.
- Leading by example with enthusiasm and can do attitude at all times, providing solutions and positive decision making even in adverse situations.
- Remaining focused on sales and margin, using daily reports to praise good performance but also highlight bad pricing habits and stop negative patterns from developing with constructive coaching of sales team.
- Responsible for recruitment of new members of staff, induction, initial training and ensuring they become integral part of the team.
- Developing colleague's skillset and flexibility with regular coaching and training to promote fluid and robust teamwork with everybody sharing responsibility.

### ASSISTANT BRANCH MANAGER

HUWSGRAY (BUILDBASE) | BOLTON

AUG 2021 - FEB 2023

- Promoted back to my original and area's flagship branch to fight off aggressive attack from a new MKM which was opening nearby.
- Focused on motivating experienced staff to maintain and improve customer relationships to promote loyalty to our branch.
- As a result we exceeded branch sales targets of £7.8million to achieve bonus for the whole team.

### ASSISTANT BRANCH MANAGER

HUWSGRAY (BUILDBASE) | PRESTON

NOV 2020 - AUG 2021

- Promoted after very strong sales performance at Bolton branch.
- Built good relationships quickly with new customers and colleagues.
- Improved transport organization and planning therefore increasing capacity and output which contributed towards branch exceeding target of £5.6million and therefore bonus was awarded for the whole team.

### SENIOR SALES

HUWSGRAY (BUILDBASE) | BOLTON

AUG 2018 - NOV 2020

- Strong focus on sales using my experience to build productive relationships with customers, colleagues and suppliers.
- Set myself a personal sales target of £100K per month which I achieved numerous times.

### BUYER

ERNEST BENTLEY BUILDERS  
MERCHANT | MANCHESTER

MAR 2002 - MAY 2004

- Responsible for stock profile strategy whilst monitoring customer

## KINGSWAY SCHOOL

STOCKPORT

AUG 1990

9 GCSE (inc. B in Maths And C in English)

buying patterns and trends.

- Establishing preferred suppliers by negotiating price and rebate targets to maximize margin potential for sales team.

### HEAVYSIDE SALES LEADER

TRAVIS PERKINS | STOCKPORT - WHITEHILL

FEB 2000 - MAR 2002

- Encourage a strong team spirit to motivate colleagues to meet sales targets
- Built strong relationships with key account customers to maximize sales opportunities.
- Responsible for ordering stock to match customer demand.

### SALES / TRANSPORT / STOCK

BENCHMARK BUILDING SUPPLIES | STOCKPORT

JUL 1998 - FEB 2000

- Part of a small team with an experienced leader learning all aspects of how to run a new start-up Builders Merchant to establish strong market presence increasing sales month on month.

### SALES

HARCROSS BUILDING SUPPLIES | STOCKPORT

AUG 1997 - JUL 1998

- Counter sales gaining knowledge of wide range of materials and building rapport with both colleagues and customers.

### YARD AND COUNTER SALES

ELIAS WILDS BUILDERS MERCHANTS | ASHTON UNDER LYNE

SEP 1995 - AUG 1997

- Good introduction to the workings of an established builders merchant. Started in yard and quickly progressed to counter sales.

## HOBBIES AND INTEREST

- Cricket - Represented Cheshire minor counties as batsman/wicketkeeper - successful club player winning national cup with Bramhall in 2001 at Lords
- Skiing - Enjoy getting away to the mountains whenever possible, nothing better than a fresh powder day under blue skies !
- Football - Season ticket holder at Manchester United, difficult times at moment !

## CERTIFICATIONS AND LICENSES

CITB Health & Safety Certificate for Managers & Professionals (CSCS Card)