

# Michael Allsop

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## PROFESSIONAL PROFILE

Company Director with 25+ year's experience in mainstream construction. Dynamic, organised and diligent. Excellent management skills, people and team focused, well versed in business management in both PLC and private organisations with a strong ethos for non-adversarial environment through the development of relationships in all directions with openness, honesty and integrity. Working with staff at all levels of the business to ensure they understand objectives of the business and requirement to strive for best practise to be a key requirement for business success.

- Responsible for the strategic growth of the business through the development of key client and consultant relationships. From £37m turnover in 2017 to a projected £82m turnover in 2022 with 75% of secured workload being negotiated.
- Worked in an extended role due to no Construction Director and a 'part-time' Managing Director. Role extended to a full delivery of a number of schemes as well as the full commercial role for the business and integration with the pre-construction team
- Responsible for all commercial and contractual matters including Contract terms and negotiations. Active management of dispute situations to avoid formal disputes. Ensure appropriate correspondence and records are used to prevent unnecessary exposure to the business in both directions
- Full overhaul and improvement of the company systems and processes including the implementation of increased recording and retention of fundamental information with regular review and risk management monitoring. The key focus of delivery is the understanding and requirement for this to result in optimised profitability.

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## KEY COMPETENCIES

- Leadership: Collaborative and inspiring style: Positive engagement and encouragement of staff: Ability to lead, motivate, influence and empower.
- Risk Management: Robust contractual approach with management of risk to ensure all risks are managed, mitigated or removed through pro-active live management tools and regular workshop reviews with the wider delivery team and business units.
- Strategic development: With focus on sustainable growth across a diversity of sectors to ensure demonstration of business experience and continuity of work for committed and valued staff. This is combined with utilising market information and analytical knowledge to inform business direction.
- Management of process and people; Ensuring staff are well versed in the compliance requirements of the business with emphasis on best practise and the education and develop of staff

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## CAREER SUMMARY

**JRL Group Limited**  
**Regional Director/Commercial Director**

**Jan 2023 to Present**

A privately owned Construction Group with a £700m turnover delivering large scale projects across a number of sectors. Responsible for the Midlands region for all Group company activities and the P&L performance of the region. Projects include the 49-storey 'Octagon' building (£90m) and One Eastside which includes a 51-storey tower (£145m). Role and remit from arrival to establish and grow the Group presence and activity in the region as a recognised and trusted Tier 1 Construction Group. Group companies include (but not limited to!); Piling; Groundworks; Frame; Façade; M&E; Modular/Pods; Cranes/Hoists; Pre-Cast; Access; Drylining.

### **Key skills & Achievements**

- Established the company to be an industry leading, reputable Construction Group offering a high percentage of self-delivery for valued Clients in the Midlands.
- Taken the region from 1nr live project on site to 4nr with further secured pipeline of work
- Strategic growth of regional Group resource to manage and deliver numerous high profile projects within the Midlands.
- Working with a senior management team to develop and nurture a culture across the business of a safe and enjoyable working environment while setting exemplary standards in all aspects of work and tasks including key aspects such as H&S and the Golden Thread
- Provided leadership, example and guidance to ensure robust commercial reporting and management of Group company costs with the introduction of practical management and monitoring tools to generate maximum opportunity and profitability.
- Client facing with constant presence and visibility in the regional forums to ensure excellent relationships of trust and consistency are maintained with ongoing promotion of the business and achievements

### **Clegg Construction Limited Commercial Director**

**Feb 2017 to Jan 2023**

#### **Clegg Construction**

Clegg Construction is part of the Clegg Group. The Group is a privately owned Nottingham-based construction main contractor with an annual turnover of £150m achieved in 2022. Clegg Construction are predominantly a design & build contractor with a depth of experience across a number of sectors including; education; apartments; student accommodation; hotels; commercial; offices; care homes; refurbishment; recladding; DIO Scape Frameworks. The geography of the business is the midlands, south Yorkshire and the East of England. The company has a solid reputation and has built success on a non-adversarial, client-focussed approach and a trusted and reliable supply chain.

### **Key Skills and Achievements**

- Development and nurturing of Client relationships and key supply chain partners. Over 75% of secured work became negotiated.
- Increase of Turnover through deliberate growth strategy with sustained, visible workload. Projected Turnover of £82m for 2022 with approx. £40m already secured for 2023 (prior to departure).
- Establish a culture in the business of positive staff attitudes and an approach to creating collaborative project teams with the supply chain and consultants
- Strategic growth through targeted BD and marketing initiatives in considered sectors.
- Creating an environment where the project teams set high standards of health and safety, embrace innovation and create a site which encourages a good working environment.
- Talent management – identified key people across the business, ensured recruitment was diverse and inclusive, developed succession plans and supported career development.

### **Galliford Try Construction East Midlands Commercial Manager**

**August 2013 to Feb 2017**

Commercial lead at the Resorts World development for Genting Casinos (£93m); Set up the new Northern Home Counties Regional Office in Luton with BSF Schools across the North London area; Ibis Hotel Cambridge and Redevelopment of Satellite 1, Stansted Airport.

### **Bowmer & Kirkland Senior Quantity Surveyor**

**July 2008 to August 2013**

Commercial lead on a number of high profile projects; EON Office Nottingham (£19m); Regeneration of Newton & Arkwright Buildings, Nottingham Trent University (£63m); Center Parcs, Woburn (£94m).

### **Underwood Carpenter Commercial Manager**

**June 2006 to July 2008**

Commercial lead on the £62m development for IKEA in Coventry on a Construction Management Contract

**Norwest Holst – East Midlands**

**July 2004 to June 2006**

**Senior Quantity Surveyor**

Lead surveyor on the Derby Schools PFI - £37m across 5nr Schools (2nr Secondary, 3nr Primary).

**Bowmer & Kirkland**

**July 1998 to July 2004**

**Trainee to Quantity Surveyor**

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## EDUCATION

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**1998-2004**

**Quantity Surveying & Commercial Cost Management BSc Hons**  
**Nottingham Trent University**

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## PERSONAL DETAILS

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