

PAUL BAGGOTT

Curriculum Vitae Private & Confidential

February 2026

BACKGROUND

DATE OF BIRTH : 18 February 1981 (age 45)
NATIONALITY : South African
MARTIAL STATUS : Married
HEALTH : Excellent - non-smoker
DRIVERS LICENCE : Yes (Code B)
QUALIFICATIONS : Bsc in Property Development Honours (Quantity Surveying)

CONTACT DETAILS

Email : pauljohnbaggott@gmail.com
Physical Address : 9 Bristol Close
Waterford Estate
Maroeladal
Randburg, 2191
Telephone Numbers : © +27 83 200 6793
LinkedIn : [linkedin.com/in/paul-baggott-2374731b](https://www.linkedin.com/in/paul-baggott-2374731b)

PROFILE

- An accomplished, versatile and confident Commercial Manager, with extensive experience and skills and far-reaching and varied knowledge across the Building & Construction industry.
- Recognised as a highly focused and committed manager, able to develop and maintain strong working relationships at all levels of seniority, both with external organisations and internal personnel, and in turn motivate teams towards the successful execution of shared objectives.
- Distinctive and detailed understanding of developing, nurturing and delivering projects to bring safe, business-centred and profitable results. People and results-focused, a good and positive team player, who works well under pressure and is capable of identifying inventive solutions to problems and business enhancement. Displays a maturity and balance, fostering a good work ethic.

EDUCATION AND TRAINING

TERTIARY	INSTITUTION	PERIOD	
Hons in Quantity Surveying	University of KwaZulu-Natal	2005	1 yr
Bsc in Property Development	University of KwaZulu-Natal	2002 – 2004	3 yrs
Mechanical Engineering (2 nd Year)	University of Natal	1999 – 2000	2 yrs

SECONDARY	SCHOOL	PERIOD	
Matriculated 1998 with Exemption	Northwood Boys High School Durban North	1994-1998	5 yrs

PRIMARY	SCHOOL	PERIOD	
Senior Primary	Virginia Senior Primary Durban North	1990 – 1993	3½ yrs
Junior Primary	Highlands Junior Primary School Harare Zimbabwe	1987-1990	3½ yrs

CAREER HISTORY – HIGHLIGHTS

November 2025 – Current **Stratavis Commercial Solutions (Pty) Ltd**
Position: **Commercial Director**

Projects:

- The Terraces Housing Development in Steyn City
- Oman Embassy
- Equate Quantity Surveyors (Consulting Contract – Various projects)
- AR Property group (Consulting Contract – Various projects)

Responsibility:

- Commercial Consulting
 - Contract Administration
 - Development of Bill of Quantities
 - Estimating
 - Lead business development strategy and Negotiating with Clients
 - Negotiates new projects from feasibility through to securing the project.
 - Proactively develops and nurtures networks and relationships with clients and manages partnerships externally.
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April 2022 – October 2025 **Lemay Construction (Pty) Ltd**
Position: **Business Development Executive**

Reporting Line: Report directly to Directors

Turnover Growth:

- Feb 2025 – R724 secured with a target of R694m
- Feb 2024 – R693m secured with a target of R578m
- Feb 2023 – R429m secured with a target of R450m
- Feb 2022 – R221m

Responsibility:

- Lead business development strategy and regional growth planning
 - Negotiating with Clients
 - Provides commercial management to Site QS teams
 - Heads up the tender department to ensure bid compliance, efficiency and finalises tenders submitted.
 - Develops the regional business strategy and plan to acquire new and sustainable business for the company.
 - Determines overall target turnover to be achieved in order to keep business successful and overheads manageable.
 - Negotiates new projects from feasibility through to securing the project.
 - Estimates tenders when required.
 - Provides strategy for the tendering department and recommends which tenders should be undertaken.
 - Proactively develops and nurtures networks and relationships with clients and manages partnerships internally and externally.
 - Facilitating successful business negotiations that lead to inclusion on preferred or select tender lists,
 - Promoting the brand and growing market share in both the public and private sectors.
 - Monitors trends and competitor activity in order to provide sales direction and advice.
 - Heads up the Marketing and social Media platform management.
 - Compilation of comprehensive, accurate and legally compliant bid documents and revenue forecasts that will ensure profitability and revenue target achievement.
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June 2018 – March 2022 **GVK-Siya Zama Building Contractors (Gauteng) (Pty) Ltd**
Position: **Business Development Executive**

Reporting Line: Report directly to Managing Director

Turnover Growth:

- Feb 2022 - R1.4Bn secured with target of R1.5Bn

- Feb 2021 – R1,4Bn (secured), however COVID-19 prevented this turnover and only achieved R1.1Bn
- Feb 2020 – R990m
- Feb 2019 – R850m
- Feb 2018 – R650m

Responsibility:

- Provides commercial management to Site QS teams
- Provides commercial management to selected projects
- Develops the regional business strategy and plan to acquire new and sustainable business for the company.
- Negotiating with Clients
- Assists the other regions in securing work.
- Determines overall target turnover to be achieved in order to keep business successful and overheads manageable
- Negotiates new projects from feasibility through to winning the project.
- Estimates tenders when required.
- Finalises tenders submitted.
- Provides strategy for tendering department and recommends which tenders should be undertaken.
- Proactively develops and nurtures networks and relationships with clients and manages partnerships internally and externally.
- Facilitating successful business negotiations that lead to inclusion on preferred or a select tender lists,
- Promoting the brand and growing market share in both the public and private sectors.
- Monitors trends and competitor activity in order to provides sales direction and advice.
- Compilation of comprehensive, accurate and legally compliant bid documents and revenue forecasts that will ensure profitability and revenue target achievement.

June 2011 – May 2018

Position:

Trencon Construction (Pty) Ltd.

Senior Quantity Surveyor / Commercial Manager

Reporting Line: Report directly to Commercial Director

Projects:

- 129 Rivonia Rd: Village Walk (New 7 basements + 2 towers 22 floors and 18 floors – 1.8 Billion)
- Agrivaal Building (New 16 storey building – R550 million)
- Park Inn – Polokwane (New Hotel – R156 million)
- Elands Mine (New infrastructure for mine including roads – R106 million)
- Training Centre (New training facilities on Elands Mine – R14.3 million)

Responsibility:

- Negotiating with Clients and resolving disagreements
- Managing Commercial Team on Projects
- Budget and forecast reporting to Directors
- Quantifying and applying for extension of time to clients
- Managing cost reports
- Preparation and negotiation of final accounts

July 2009 – May 2011

Position:

GVK-Siya Zama Building Contractors (Gauteng) (Pty) Ltd

Quantity Surveyor

Reporting Line: Report directly to Managing Director

Projects:

- Itshelejuba Hospital (New Hospital – R67.79 million)
- The Bokke (Renovation of 154 flats – R18.20 million)
- De Korte Street (Renovation of 13 floors for student accommodation – R13 million)
- Pick 'n Pay Polokwane (Store revamp – R8 million)
- Killarney Mall (External renovation R7 million)
- Crawford College, Lonehill (Double storey classroom block – R5 million)
- Pick 'n Pay Southgate (Store revamp – R4 million)

- Neotel (Alterations and additions – R2.7 million)
- CGO (Upgrade of Central Government Offices – R270 million)

Responsibility:

- Claim evaluation and Invoicing
- Sub-contractors and labour, evaluation and payment for work completed
- Preparing and evaluating cost reports
- Preparation and negotiation of final accounts
- Quantifying and applying for project changes and extension of time to clients
- Tendering for new work

April 2007 – July 2009

Rubro Building
Quantity Surveyor

Position:

Period: 2 Year and 4 months

Projects run:

- Hilltop, Kingfisher Rise (22 houses in Port Zimbali – R20.7 million)
- Silverstone way (3 storey office block in Ballito – R9 million)
- Unilever (Alterations and addition of tank and sumps – R4.5 million)
- Watson Motors (Demolition and construction of a new petrol station – R4.5 million)
- Victory Faith Church (extension of building in Pinetown – R3.8 million)
- Generator room for Midlands mall (New generator room – R1.4 million)

Projects worked on:

- Umhlali School (Multimedia 2 story Block – R7.2 million)
- Clark Square-phase 1 (3 blocks of flats – R16 million)
- Westwood Estate-phase 3 (2 blocks of flats – R26.2 million)
- Bird Sanctuary Office Development (Office block and parking block-R40 million)
- Laguna Seca (Mini factories – R26.2 million)

Responsibility:

- Claim evaluation and Invoicing
- Sub-contractors and labour, evaluation and payment for work completed
- Preparing and evaluating cost reports
- Preparation and negotiation of final accounts
- Measurement and quantifying materials needed for production
- Quantifying and applying for project changes and extension of time to clients
- Tendering for new work (Preparing the bill and assisting with building up of rates)

January 2006 – April 2007

Bloch Quarmby Higgs
Junior Quantity Surveyor

Position:

Period: 1 Year and 3 months

Projects worked on:

- Impilo (Umhlanga)
- Nautical Pride (Umhlanga)
- Hibiscus Retirement Village (South Coast)
- The Bay (South Coast)
- Westwood Estate (Westville)

Responsibility:

- Manage projects
- Site inspection and job progress evaluation for payment certificates
- Assist in producing feasibilities
- Assist in producing estimates.
- Assist in producing Bills of Quantities.

KEY STRENGTHS & SKILLS

- **Leadership** – Fosters team involvement, creates inspiring solutions and sets direction and business focus.
- **Strategic Thinking** – Plays a pivotal role in managing projects from inception to implementation, delivery and review.
- **Results Orientated** – Instils a sense of urgency and a desire to deliver key objectives with a proactive approach to stakeholder and client development.
- **Project Management** – Has a proactive approach to implementing good leadership standards and core principles, to bring about necessary operational change.
- **Relationship Management** – Builds respect and trust with colleagues and stakeholders to meet and exceed expectations.
- **Information Technology** – Excellent knowledge of all Microsoft packages
- **Strong facilitative and negotiating skills** - Effective negotiator who can improve terms without sacrificing product quality, service levels or relationships.
- **Strong communication skills** - at any level, good client relationship skills.
- **Loyalty and Ethics** - High level of personal and professional ethics, primary motivation being the ability to add value.

SPECIAL ACHIEVEMENTS

- The CIOB Prize for the Best Student registered for Project Planning for 2004
- The Armstrong Construction Prize for the Best Student registered for Construction Technology & Processes 2 for 2003.
- An Award for the Best Student Registered for the 2nd Year of the BSc (Prop Dev) Degree.
- The Armstrong Construction Prize for the Best Student registered for Construction Technology & Processes 1 for 2002.
- The Stephen Tanner Memorial Award for Merituous Performance by a First year Student for 2002
- The Donald James Book Prize for the Best First Year Student for 2002
- Bursary from Natal University for 2nd semester of 2002
- First Prize at young scientists expo
- Grant from University of Natal for best Engineering and investigation at young scientists expo
- Durban and Districts chess team
- Maintained academic scholarship at Northwood for full five year duration at school
- 1st Team Volleyball Captain at Northwood

INTERESTS and HOBBIES

Golf
Scuba Diving
Padel

REFERENCES

- | | | |
|------------------------|-------------------|---|
| 1. Gary Darvall | (+27 67 382 1597) | – MD Lemay P&R |
| 2. Jabu Serithi | (+27 82 306 8310) | – Current MD GVK-Siya Zama |
| 3. Garth Robinson | (+27 83 658 8520) | – Commercial Director at Trencon Construction |
| 4. Asithandile Rangile | (+27 76 183 3784) | – Senior Manager, Development at Roshyn I |
| 5. Bruce Krog | (+27 82 850 6896) | – Director at Affrican Development Company |

Personal reference

- | | | |
|-----------------------|-------------------|---|
| 6. Sedise Moseneke | (082 960 4418) | – Group CEO ENCHA Group |
| 7. Strydom Groenewald | (+1-312-505-1698) | – Vice President at Peri Formwork Systems |



UNIVERSITY OF KWAZULU-NATAL

The Universities of Durban-Westville and Natal merged
to become the University of KwaZulu-Natal on 1 January 2004

This is to certify that

Paul John Baggott

was admitted this day
at a congregation of the University
to the degree of

**Bachelor of Science in Property Development Honours
(Quantity Surveying)**

having satisfied the conditions prescribed for the degree.



Handwritten signature of M W Makgoba.

M W Makgoba
Vice-Chancellor

Handwritten signature of E Mueney.

E Mueney
Registrar

Handwritten signature of N M Hamba.

N M Hamba
Dean

12 May 2006

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A handwritten signature in black ink, appearing to read 'M W Makgoba'.

M W Makgoba
Vice-Chancellor

A handwritten signature in black ink, appearing to read 'E Mneney'.

E Mneney
Registrar

A handwritten signature in black ink, appearing to read 'M Ijumba'.

M Ijumba
Dean

21 April 2005

Prior to the said merger, the person named in this certificate was initially registered
as a student at the former University of Natal