

Contact

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Top Skills

Supply Chain Management
Quality Management
Operations Management

Gavin Lawson

Interim Commercial Director at Inland Rail
Greater Melbourne Area

Summary

Commercial Business Strategy and Leadership is my passion. I believe success derives from an open mindset, coupled with diligence, tenacity, endurance and genuine good faith relationships, along with a dose of pragmatism - at least that's what I've learnt as an infrastructure, property and construction professional over more than 2 decades working (AUS & UK) markets & sectors in corporate, project managerial, contractual and legal strategy, commercial and BD roles:

My experience spans multi million \$ deals & Bn\$ Mega Projects in:

- Infrastructure - Roads / Bridges / Tunnels
Rail / Industrial / Water
- Property Development
- Building Construction
- Commercial Fit-out
- Asset management
- Appraisal & Investment

Projects delivered comprising:

- Infrastructure (Roads, Bridges, Rail, Water)
- Infrastructure (Tunnels/ Biomass Power)
- Stadiums (Civil, Structural, Entertainment)
- Buildings (Hospitals / pharmaceuticals)
- Nuclear / Diagnostic (Research Facilities)
- Retail (Shopping Centres & Mixed Use)
- Civic, (Theatres, Library & Studio's)
- Institutional (University & Education)
- Leisure (Recreational Facilities)
- Commercial (High Rise Office Towers)
- Residential (Private & Mixed Use)
- Interior Fit-out (Commercial Offices, Retail)

I am interested in all aspects of the development cycle having advised on and delivered many high value complex and challenging projects for Tier 1 Global companies over a stable and progressive career to date

Specialties: Business Legal & Commercial Strategy, Bespoke Delivery models, Negotiation, Procurement, EPC, Development Management, Project & Commercial Management, Contract & Claims Management, Risk Management, Business Systems Engineering and Quality Management

Experience

Inland Rail

Interim Commercial Director

April 2026 - Present (1 month)

Leading the Authorities Commercial and Risk functions across c\$1.5Bn works program in delivery phase comprising 3 packages of work with Main Contractors

John Holland

Special Advisor

January 2025 - March 2026 (1 year 3 months)

Australia

Seconded Role - Strategic advice and support to \$10Bn Mega project Delivery teams

John Holland

8 years 2 months

Regional Commercial Manager - Infrastructure (Vic/SA/Tas) &

Commercial Director - Sydney Metro Qtr

September 2020 - November 2024 (4 years 3 months)

Responsible for all Southern Regional Infrastructure Commercial, Legal, Pre-contract and Delivery outcomes across Victoria, South Australia and Tasmania. Also responsible for Waterloo Station Box in Sydney seconded in as Commercial Director to drive local project delivery and commercial reset to secure program on City & Southwest line for Sydney Metro and open up Over Station development opportunities

Commercial / Legal Strategy - 6.7Bn Westgate Tunnel Project

July 2019 - September 2020 (1 year 3 months)

Westgate Tunnel Project JV

Seconded into PMO to assess, consider and originate robust commercial / legal strategy, to secure multiple key contractual entitlements and develop resolution pathways with TU/State/EPA JH and CPB/CIMIC executives for critical tunnel delay

Commercial Manager - Vic/SA/Tas/NZ

October 2016 - September 2020 (4 years)

Southern Regional Office - Abbotsford

Commercial Manager

General Management of Commercial and Legal matters for the Southern Regional office working across Building, Infrastructure, Civils, Roads, Rail, Tunnels, Industrial and Water live projects and pre-contracts. Responsible for successful project claims & recovery strategy on \$500m worth of Rail projects and over \$10bn of road / tunnel projects in Melbourne

Grocon

Executive Commercial Manager - VCCC JV

January 2012 - September 2016 (4 years 9 months)

Melbourne, Australia

Responsible for Delivery of AUD \$1Bn Victorian Comprehensive Cancer Centre (VCCC) under design and construct contract on behalf of Australian Federal and Victorian State Health Departments, procured under Public Private Partnership (PPP) with Plenary Group. Executive signatory - all project finances. The deal also included a further c\$100m of refurbishment to existing Royal Melb Hospital wards and treatment spaces delivered under separate Construction Management contract.

Reporting directly to Grocon and PCL Group Boards under JV agreement. Project Achieved Technical Completion Q1 2016 with transfer phase through to Commercial Acceptance Achieved on time and budget with Hospital and Research functions fully operational 14 June 2016.

Multiplex

BU Commercial Manager

March 2006 - March 2012 (6 years 1 month)

Commercial Business Unit leader for Brookfield Multiplex Green - An Engineering based business focussed on building services and Energy

Performance Contracting within the 'green retrofit' market on commercial real estate assets.

Project Manager for fit-out of main Brookfield European Corporate Headquarters Office at 23 Hanover Square.

Bid and Proposals manager for Construction Business

Commercial & Project Manager - Eden shopping centre re-development - High Wycombe

Wembley Stadium - Steel & Facades legal and leading Commercial recovery team

Barratt Developments plc

Snr Development Manager / Surveyor

January 2004 - February 2006 (2 years 2 months)

Joined Barrat West London to deliver their PPP mixed use Leisure Centre and apartment towers in Swiss Cottage, the Visage. Role involved Overall project Commercial Management of commercial design and construction teams over life of projects.

- Project Startup
- Design
- Procurement
- Stakeholder Management
- Cashflow
- Contract Admin
- Cost Reporting
- Final Account & close-out

After completing this project moved to HQ to assist procuring their multi-stage Brentwood development.

Gardiner and Theobald

Snr Commercial Surveyor

March 2003 - January 2004 (11 months)

Joined G&T to provide expert knowledge and commercial experience advising and assisting the fit-out team procuring and delivering the SwissRe building (iconic Gherkin) tower in Central London. Role extended to other fit out projects being managed by G&T within their QS and Construction

Management divisions delivering a Digital Effects Studio in Soho, Upgrading the London Underground tube network control hub at Canary Wharf and the staged refurbishment of the historical London Coliseum facade and internal restoration of the theatre and new extensions in St Martins Lane

Lend Lease

Commercial Manager

November 2001 - March 2003 (1 year 5 months)

Joined Bovis LL as commercial manager responsible for the structural refurbishment and internal fit out of Halkin Arcade in Knightsbridge, assisted team delivering Casanove Brokers fit out in Morgate then moved on to the Bank of America European HQ fast-track fit-out incl trading floors at Canary Wharf responsible for facade, ss staircase, structural alterations, fire rating, partitions, joinery, assess floors and FF&E

Multiplex Construction (QLD) Pty Ltd

Various Projects & Roles - Quality & Controls Mgr / Design Mgr / Contract Admin / Project Supervisor

March 1994 - November 2001 (7 years 9 months)

Brisbane, Australia

Project Quality Administrator - Brisbane Football stadium AUD \$259,000,000
- Contract Administrator (Commercial Manager) role also undertaken to integrate JV commercial reporting systems

- Contract Administrator Royal Brisbane Hospital – East Block AUD \$ 57,000,000

- Contract Administrator Brisbane Mater Private Hospital & Link AUD \$17,900,000

- Contract Administrator Brisbane Prince Charles Hospital AUD £102,000,000

- Site Foreman / Supervisor c6 months in this role on stage 1

- Project Co-ordinator c12 months in this role Stage 1,2 & Main Acute

- Design Manager c3 months in this role

- Project Co-ordinator Cairns Central Shopping Centre AUD \$103,000,000

- QA Administrator c3 months in this role – project set-up

- Site Foreman c4 months in this role on stage 1

- Contract Administrator c3 months at end to do Final Accounts

- Project QA Admin Brisbane – QLD Conservatorium of Music AUD \$ 28,000,000

Mc Master (QLD) Pty Ltd

Contract Administrator

January 1994 - March 1994 (3 months)

Brisbane, Australia

Temporary Position (fill-in role) for existing CA who was on 3mth sabbatical leave

Responsible for Contract Administration of 2 small projects:

- Wynnym Police Station
- Samford State School Building

Leda Design & Construction Pty Ltd

Document Control & Contract Administrator

March 1993 - January 1994 (11 months)

Brisbane, Australia

Joined LEDA - Sydney based Shopping Centre Developer - This Developer was expanding into Queensland with new developments.

I joined the project team for my first job in the industry responsible for setting up and managing Document Controls on this 'fast-tracked' Capalaba Central Shopping Centre Development. Initial roles in Document Control evolved into Site Supervision of Civil and Foundation Works and then Contract Administration roles toward the end of the project. Following completion of this project, I was involved in procurement activity for Browns Plains Shopping Centre, Runaway Bay Shopping Centre Refurbishment before taking a role with Mc Master Construction.

At this time I was also concluding my studies (Part time) at the Queensland University of Technology (QUT). At that time a pre-qualification for graduation from the Undergraduate Degree was a minimum of 2yrs demonstrable work experience within the industry.

Education

QUT

Post Graduate Certificate, Project Development · (1999 - May 2000)

Built Environment

Bachelor of Applied Science, Construction Management · (1991 - 1996)

Activity

07/09/2024, Viewed by Louise Rorke

04/23/2026, Viewed by Peter Anderson