



Robert Boniface

825 Upland Road, RD2, New Plymouth 4372, NEW ZEALAND
+64 27 590 0831 • pprojects@xtra.co.nz
www.phoenixprojects.nz

Personal statement

A qualified Civil and Project Engineer (25+ years' experience) with roles as Renewals Manager, Senior Contract Manager, Business Manager, Area Manager, Local Government and Consulting Civil Engineer. These roles have required Strategic Planning, Fiscal Management, Business Development and other corporate-level professional skills. I have also spent significant time scoping, developing and executing projects, from minor to major (>\$3.1B) and have worked as a key collaborative partner in various Alliance contracts. I am a skilled, empathetic, emotionally intelligent, conscientious and professional manager with varied experience and skills, most recently employed as a State Highway Renewals Manager. I transitioned to developing my own consulting firm, formerly contracted to KiwiRail on the iReX Ferry Terminal project in Wellington and now servicing various civil clients following this project being closed down.

I am also a qualified Automotive Engineer (40+ years' experience working on vehicles across NZ, Australia and UK) and offer general/motorsport fabrication/preparation/racetrack support services across the country. I am a skilled driver coach and mentor of successful drivers and am an experienced race engineer on karts, open-wheeled race cars, speedway cars and circuit cars, with a specific eye-for-detail and focus on maintenance excellence. I set very high personal standards, am a highly organised and efficient individual, whose thorough and precise approach to my work yields excellent results.

Key Personal and Professional Skills

- **Management** - Strategic planning and forecasting, Financial Management, Human Resource and Business Management, Professional and Personnel Development, Contract Management
- **Technical skills** - Senior Project Management experience and training, Stakeholder Engagement and Management, Relationship Management, Engineer to the Contract (Roading and Utilities), Civil Engineering (Asset Management / 3-Waters and Transportation / Roading), Contract Preparation, Administration and Execution, TMC roles for NPDC and STDC. Qualified Safe Systems Assessor.
- **Sales** - relationship development. Building and maintaining positive, productive and mutually beneficial relationships across all customer levels
- **Marketing** - development and implementation of all media content, informational documentation and overall product development / promotion. Business development and collaboration
- **Personal skills** - leadership attributes, attention to detail, collaborative thinker, highly developed written, verbal and other communication techniques, influencing and negotiating

Most recent Employment History

Company Director/Senior Engineering Consultant,
(April 2023 - Present)

Phoenix Project Solutions Ltd
www.phoenixprojects.nz

Achievements and responsibilities:

- Senior Project Manager iReX Ferry Terminal Project - Wellington (value \$3.1B)
- Project management of State Highway Intersection for iReX project
- Delivery Manager of Local Authority Renewals contracts
- Delivery Project Manager Arawai Engineering Ltd (3-waters projects)
- Tender non-price attribute writer for many Civil Construction company tenders
- Technical advisor to Downer NZ and NZTA for various SH projects
- Financial, H&S audits and performance appraisals of project employees
- Trained Safe Systems Assessment auditor to provide peer-review of safety roading projects.

Renewals Manager, Downer NZ Ltd, New Plymouth, Taranaki

(November 2021 - April 2023) Manager of 3 FTEs

Achievements and responsibilities:

- Managing the design and delivery of all physical aspects of major renewal works (Rehabilitations, AC Renewals, Resealing and Drainage programmes)
- Ensuring health and safety of work teams and members of the public
- Monitoring the productivities of work crews including supply chain partners
- Assisting in the scoping of and consultation associated with variation works
- Assisting with the collection of As-Built information for updating asset registers
- Assisting with preparation of claims for works completed
- Completing quality assurance involved in the development of the FWP and treatment selection
- Assisting with delivery related projects/process improvements/tasks where required.

The Renewals Manager ensures that key customer and key stakeholder relationships are enhanced and good working relationships within the New Zealand Transport Agency and Taranaki NOC Operational Teams are maintained and developed, actively fostering a “best for Network” approach, whilst delivering large programmes of work on the Taranaki SH Network.

Taranaki Area Manager, Inframax Construction Ltd, Stratford, Taranaki

(February 2020 - October 2021) Manager of 21 FTEs (Branch closed following loss of STDC Maintenance contract)

Achievements and responsibilities:

- Civil Construction company branch management (annual turnover \$16.5M)
- Project management of Civil Engineering projects (roads, drainage, structures) within Taranaki roading networks
- Managed office income and expenditure, marketing, business development, strategic planning, forecasting and other functions
- Supervised Urban and Rural Roding Maintenance contract activities
- Prepared monthly Contractor progress claims
- Undertook financial, H&S audits and performance appraisals of staff and sub-contractors.

Performance/Quality Manager, Fulton Hogan, (NCTIR & West Waikato Nth NOC Contracts)

(January 2018 - February 2020) No Direct Reports

Achievements and responsibilities:

- Delivery of \$15M annual road management and project / maintenance activities
- Assistance with development of NZTA annual renewals programme
- Development of QA systems and implementation / monitoring of QA performance
- Supervising Sub-contractor activities
- First response and cost control on Kaikoura Earthquake Rebuild Project 2018/19
- Project Delivery and TOC Manager (NCTIR Kaikoura).

Sales Manager - NZ & Australia, EHL Group, New Plymouth

(October 2016 - December 2017) Manager of up to 5 FTEs

Achievements and responsibilities:

- Provide sales leadership to all teams and individuals
- Develop and implement sales plans, calling schedules and sales team structure to improve sales
- Encourage reports to develop additional skills and undertake appropriate training as required
- Provide strategic direction to Auckland, Melbourne and New Plymouth sales teams and coordinate personnel.

Taranaki Business Manager, WSP (formerly Opus), New Plymouth

(June 2015 - October 2016) Manager of 36 FTEs

Achievements and responsibilities:

- Managed a team of 30 professional engineers and technicians across three geographic office locations (New Plymouth, Waiwhakaiti and Hawera)
- Overseeing manager for professional services for Taranaki NOC contract with Downer
- Led bid team to bid and win NPDC Professional Services Contract (NEC3)
- Provided input into centralised operational issues, managing joint venture contracts and contributing toward growth of Opus as a leading engineering firm in NZ and internationally as part of Senior Management team
- Responsible for forward workload planning, local HR, strategic project management and personnel professional development.

Marketing Manager, Plant & Platform Consultants, New Plymouth

(March 2011 - June 2015) 1 Direct Report

Achievements and responsibilities:

- Client management and collaboration to ensure development of revenue streams
- Diversification and growth of the company in technical and difficult geographic markets
- Development of a client base and supporting key company personnel development was critical
- Identification of opportunities in the Oil and Gas and other engineering sectors in New Zealand, Australia and Papua New Guinea and / or internationally
- Resource co-ordination and monitoring of discipline manager financial performance to ensure utilisation targets was a focus, along with internal resource management in response to demand from project managers and / or external clients.

Hawera & Taranaki Branch Manager, CPG (formerly Apex Consultants), New Plymouth

(December 2004 - March 2011) Manager of up to 72 FTEs

Achievements and responsibilities:

- Human Resource and financial management (annual professional fee value of \$4.5M)
- Developed, implemented, monitored and reviewed H&S standards with Taranaki road networks
- Engineer to the Contract role (Roading and Utilities physical works contracts) under NZS3910
- Managed office income and expenditure, marketing, business development, strategic planning, forecasting and other functions
- Supervised Urban and Rural Roading Maintenance, Water Reticulation and other engineering contract activities
- Peer reviewed monthly Contractor progress claims / payments and adjudicated contract issues
- Peer reviewed Professional Services claims for clients and supporting financial information
- Undertook random financial audits and performance appraisals of staff and contractors

Education / Qualifications

- Diploma in Engineering Civil (replaces NZCE) - UNITEC, Auckland
- NZ Trade Certificate in Engineering (Automotive) - Taranaki Polytechnic, 1988
- Safe System Assessment Trained (2023)
- University Entrance
- School Certificate
- Bachelor of Business (partially complete)
- NZ Private Pilots Licence
- Intermediate Microlight Pilots Licence

Relevant Training

- L1 NZTA Engineer to Contract certification (under review for upgrade to L2)
- SiteWise Gold
- Qualified Safe System Assessment practitioner
- Pavement Investigation, Design and Construction Testing
- Competent to Request Asphalt Mix
- Bitumen Basic Safety Introductory and Awareness
- Spill Response
- Envirowise
- Project Management Essentials, Microsoft Project Essentials, 2012
- STMS LV, L1, L2 & L3 (Non practicing)
- Engineer to the Contract NZS3910, Ingenium, 2009
- Introduction to Management Training, NZ Institute of Management, 2008
- Applied Project Management, Management Concepts, 2006
- MX (New User), The Bentley Institute, 2005
- Training for Health and Safety Representative, Employers and Manufacturers Association, 2004

Memberships

- Member of Engineering NZ (MEngNZ)
- National KartSport NZ Race commentator
- Recreational Aircraft Association of NZ (RAANZ) Inc member
- Stratford Aero Club Sportflyers member (Aircraft owner)
- Aircraft Owners and Pilots Association (AOPA) member
- New Plymouth Model Aero Club member
- New Zealand Motor Caravan Association member
- Advisor to Taranaki Stock Car Club for lease negotiations
- Member of Ingenium, 2008
- Grade 4 Race Official for KartSport New Zealand
- Past Chairman Board of Trustees at Highlands Intermediate School (2009 - 2016)
- Past President of KartSport Taranaki (2yrs service as President, 4yrs on committee)

Interests and Key Personal Achievements

- NZ Private Pilots License
- KartSport NZ Event Commentator
- Speedway NZ Event Commentator
- Mentor and driver coach of young race car drivers
- NP Basketball Association Referee
- Member of Taranaki Branch of Land Search and Rescue
- Coached junior rugby teams to success
- Previous owner / operator of Automotive Servicing & Repairs business
- Former television actor
- Lead actor in approx. 40+ amateur and semi-professional stage productions

References

Personal and professional references are available upon request.