

Building a Successful Construction Company: The Practical Guide

By Paul Netscher

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Building a Successful Construction Company: The Practical Guide By Paul Netscher

How you can make your construction company more profitable. A 'must read' before you price your next project.
Many construction companies fail despite the hard work and knowledge of their managers and owners. Some companies even start well, earning good profits, building successful projects, and the company grows – only for it all to come crashing down, often leaving a mountain of debts behind. So why do construction companies fail? Is it due to bad luck?
This book explores important aspects of managing a construction company that impact its success and profitability. Obviously managers should have an understanding of running a business as well as the appropriate technical skills. But, it’s usually more than this. The chapters in this book focus on the importance of selecting the right project, how to find projects, tendering correctly, winning the project, delivering the project, avoiding unnecessary costs, increasing revenue, financial and contractual controls, managing the company, the importance of employing good people, growing the company and ensuring the company has a good reputation.
The chapters are set out in an easy to read format, filled with practical tips, which provide a step-by-step guide to growing profits, remaining profitable and running a successful construction company.

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Editorial Review

About the Author
Paul Netscher has worked in construction for 28 years and has been involved with over 120 projects, in six countries, across a wide variety of fields including; concrete structures, buildings, roads, earthworks and infrastructure. He has worked with a wide range of clients encompassing private, corporate, government, mining and oil and gas. His experience comprises securing work, client management, tender review, project management, contract management, project planning, problem solving and ensuring projects capture all potential variations. In addition, he has a strong focus on safety and quality. He has held senior positions in major construction companies, served on various industry bodies and advised on training, mentoring, construction curriculum and contractual matters. He is passionate about mentoring and training and many in his team have developed and been promoted into senior management roles. He is the author of ‘Successful Construction Project Management: The Practical Guide’. Paul Netscher has a degree in civil engineering and has completed several contractual, legal, financial, safety and project management courses.

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