

Dataspire

A smiling man with a beard, wearing a green shirt, is pointing towards a screen in a meeting. He is surrounded by other people whose hands are visible on the table. The background is a blurred office setting. A large blue circular graphic is overlaid on the top right of the image.

Role Profile: Head of Project Services

Since our inception, the Dataspire team have always been passionate about education, almost as much as we're crazy about IT.

Our focus has been simple: to work in partnership with schools of all sizes in creating dependable and high-performing IT environments which ensure staff have total confidence in using ICT to deliver outstanding learning outcomes for their students.

Key Information

Company Details:

Dataspire Solutions, Lowry Mill, Lees Street, Manchester, M27 6DB

Role Location:

Head Office - Manchester, M27 6DB

Salary:

£65,000 - £75,000 dependent on experience

To Apply:

Please send your CV and a brief cover letter to:

careers@dataspire.co.uk

Role Profile - Head of Project Services

The Role

This is a senior leadership appointment with direct accountability for Dataspire's project delivery function. The Head of Project Services will own delivery quality, project profitability, resource utilisation, and programme execution across the business, with a clear mandate to transform project delivery into a predictable, commercially disciplined capability.

This is not a coordination or oversight role. The successful candidate will be expected to build the framework, lead the team, drive commercial performance, and take full ownership of outcomes. They will work closely with Sales, Technical, and Managed Services to ensure projects are well-scoped, correctly priced, and transitioned cleanly into business as usual.

Given the nature of Dataspire's portfolio, the role also requires a confident ability to operate within complex, multi-stakeholder environments, particularly those involving construction programmes where timelines, governance requirements, and dependencies are set externally.

Operating Environment

A significant proportion of Dataspire's delivery is embedded within new school build programmes and large-scale refurbishments, working alongside Tier 1 construction partners, subcontractors, and public sector clients. These programmes involve live construction environments, strict handover and compliance requirements, and dependencies on wider construction timelines that are not within Dataspire's control.

The Head of Project Services will frequently be operating inside someone else's programme, where delays carry real commercial and reputational consequences, and effective coordination across multiple contractors and client stakeholders is essential. Dataspire typically integrates network infrastructure, AV systems, and full ICT environments within these programmes, requiring a high degree of technical and logistical alignment throughout delivery.

This is programme-level delivery at scale. The role requires someone who is experienced and at ease with that level of complexity.

Key Responsibilities

1. Lead the Project Delivery Function

You will have direct leadership of Dataspire's Project Managers, Coordinators, and Delivery Leads. This means establishing clear performance standards, building a culture of accountability and ownership, and ensuring the team operates to a consistently high standard across every project, regardless of size or complexity.

2. Build a Scalable Delivery Methodology

Datsaspire requires a single, consistent delivery framework that can be applied across all projects and scaled as the business grows. You will define, implement, and own that methodology, standardising how the team approaches planning, risk management, change control, and financial tracking.

3. Drive Commercial Performance

Every project must be properly scoped, correctly priced, and actively managed to protect margin throughout delivery. Working closely with Sales and Pre-Sales, you will improve deal quality before sign-off and address the root causes of margin erosion, including scope creep, poor estimation, and uncontrolled change.

4. Resource and Capacity Planning

You will own utilisation across the delivery function and implement structured forward planning across a minimum three to six month horizon. This includes ensuring that resource capacity is aligned with pipeline demand, reducing reactive resourcing decisions and enabling more predictable delivery.

5. Programme Delivery and Construction Alignment

You will oversee delivery across complex, multi-site education programmes and ensure that Datsaspire's project delivery is properly aligned with construction programme timelines. This requires effective coordination with principal contractors, subcontractors, and client representatives, and a clear understanding of how ICT infrastructure integrates within a live construction environment.

6. Risk and Issue Management

You will identify underperforming or at-risk projects early and intervene decisively. Whether that requires escalation, resource reallocation, or direct client engagement, the priority is to recover delivery, protect margin, and preserve the client relationship without compromising either.

7. Executive Reporting

You will provide the leadership team with clear, accurate, and timely reporting on delivery health, financial performance, and risk exposure across the full project portfolio. Reporting should enable informed decision-making and provide genuine visibility, not simply reassurance.

What We're Looking For

We are looking for a proven delivery leader with the commercial acumen, operational discipline, and interpersonal confidence to lead this function effectively. The following is essential:

- Demonstrable experience leading a project delivery or programme management function, ideally within a technology, infrastructure, or managed services environment
- A strong track record of improving delivery consistency, project profitability, and operational efficiency

- Experience operating within complex, multi-stakeholder environments, including those involving construction programmes or large-scale infrastructure delivery
- Genuine commercial acumen, including a clear understanding of margin management, cost control, and resource utilisation
- Experience implementing and embedding structured delivery frameworks such as PRINCE2 or equivalent
- SMSTS or SSSTS qualification, reflecting the construction environments this role operates within
- The confidence and credibility to challenge across functions, including Sales, technical teams, and senior leadership, where delivery or commercial integrity is at risk

Key Relationships

The Head of Project Services will work closely with the CEO and the wider leadership team, Sales and Pre-Sales, Technical Delivery, and the Managed Services function as projects transition into business as usual. Externally, the role carries significant responsibility for relationships with principal contractors, subcontractors, and client stakeholders across Dataspire's active project portfolio.

Key Performance Indicators

Performance in this role will be assessed against the following measures:

- Project gross margin percentage versus target
- On-time, on-budget delivery rate across the portfolio
- Resource utilisation percentage
- Project risk exposure: active versus resolved
- Client satisfaction scores at project close
- Repeat and follow-on project revenue

What Success Looks Like After 12 Months

- A standardised, consistently applied delivery methodology is in place and embedded across the team
- Commercial performance has improved, with stronger margins and fewer post-project financial surprises
- Delivery is reliably aligned with construction programme timelines across all relevant projects
- Escalations and reactive firefighting have reduced materially, with risk identified and managed earlier
- The leadership team has clear, real-time visibility of project performance across the portfolio
- The delivery function is actively contributing to client retention, client confidence, and follow-on revenue

How to Apply

If you have the experience, commercial focus, and leadership capability this role demands, we would welcome an application. Please send your CV and a covering note outlining your suitability to careers@dataspire.co.uk.

Dataspire is a Mental Health at Work Committed organisation and a Disability Confident employer. We encourage applications from all suitably qualified candidates and are committed to an inclusive recruitment process.