



**PAUL DOCKERILL  
MCIQB**

**Trustee: Chartered Institute of Building**

**Business Development Board: Chartered Institute of Building**

**Business Plan Review Team: Chartered Institute of Building**

**Resources Committee: Chartered Institute of Building**

**Chairperson: Birmingham Building Consultancy Customer Panel**

**Member: SHAP and Advisor on Skills**

**Director: Inex Ltd**

Paul has been in the construction industry all his working life. He started as a carpenter and joiner and worked on the tools for 20 years before commencing his managerial career path in 1996 with William Sappcote & Sons Ltd. Where he worked from Foreman to Construction Director until 2007 and then worked for Thomas Vale from 2007 to 2011 as Regeneration Director. Now working at Inex Home Improvements Ltd, based in Willenhall, Paul remains as a Business Development Director of an up and coming construction company that sees continued growth despite recession due to its focus on customer service and enjoying 70% repeat business with well-established clients. He has developed many strategic partners for the business which is now yielding excellent returns on those relationships.

Paul has developed a significant knowledge of Green Deal and has been part of its development in the region over the last 4 years. He achieved Chartered status in recognition of his environmental awareness and knowledge.

His service to the CIOB nationally has seen his support in the development of Novus, the younger member's involvement in the Institute, which will be taking on an international dimension in 2013 with Paul's support.

He is passionate about customer service and providing exemplar service to clients which are pillars that have been carried through from the days on the tools.

"I would recommend construction to any young person who is looking for a rewarding career. There are so many options to choose from, we are not very good at advertising

these opportunities and the possibilities are endless. More should be done to encourage mentoring for people and SME business's to ensure a more sustainable approach of the resources the industry requires. From my own experience I have served my apprenticeship and it has provided me with a lifelong qualification, the rest is up to me."

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