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| **Name:** | **Ibrahim Al-Shalabi** | **Year of Birth:** | 1959 |
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| **Nationality:** | Jordanian | |
| **Profession:** | Civil Engineer | |
| **Qualifications:** | BSc. in Civil Engineering,  Zagazig University, Egypt - 1984  **M**ember, Jordanian Engineering Association,  Member, Egyptian Engineering Association,  Member, Kuwaiti Engineering Association,  Arab Council of Project Management - ACOPM | |

**Profile**

I believe that my business and technical skills give me the ability to develop and open international markets for the company I work for. I strongly believe in properly structured teamwork and most of all in the safe guard of the company’s overall interest.

In any organization, my top priority would be to seek every possible way to save money for the company by adopting an acute and pinpointed budget analysis, seeking cost and time effective solutions and variations in the projects without compromising quality and safety, and delivering total satisfaction to the client.

I have excellent legal, managerial, organizational, and communication skills allowing me to build an environment of trust and understanding with the client and the consultants. A good and balanced relationship with the clients and consultants enables the company I work for to avoid any problems or restriction in obtaining the relevant approvals for the projects; this is always done while fully safeguarding the company’s rights and responsibilities.

I have excellent analytical and negotiation skills and a true understanding of how the international business arena functions. I have travelled numerous times around the world and I am an expert in adapting myself to fast changing business situations and local customs. I operate very well under extreme pressure and I strongly believe in that I am a Civil Engineer with over 32 years of experience in Construction Management on a Major Roads & Bridges, Sewerage Treatment Plant, Drilling and Blasting work, Irrigations Project work, Local Roads and Infrastructure projects throughout India, Sultanate of Oman and Qatar.

I have worked with several high-profile Contractors and Consultants. Assist the site quality, lead in implementation of policies, QA / QC plans, procedures, construction quality control programs including preservation and verification that all civil works activities are in accordance with agreed ITPS / CQP and technical documents referenced therein to ensure compliance with contractual requirements.

I have been overseeing construction works to ensure they are completed in accordance with project specifications including construction of brides, box culvert, MSC wall, retaining wall structures, landscaping, bridges, interchanges, camel underpass, culverts etc., with surface drainage, storm water drainage, future reservations for all service utilities including new designing and protecting / diverting the existing utilities in the present new design of roads and highways. Also worked on new junctions, associated connecting access roads along with arterial and feeder roads; also, been instrumental in installation of a variety of traffic controlling initiatives including cycle lanes; bus priority and enforcement schemes; signalized junctions and car parking schemes, construction of (4 lane & 6 lane) roads and widening and strengthening of roads.

I have remarkable experience in inspecting the bridges and retaining wall structures, box culvert, micro tunneling work underground substation work, weigh station work, TSE chambers utility work regularly sound knowledge of roads & bridges and all infrastructure techniques deep knowledge of roads & bridges, structure construction standards, specifications, safety requirements and rules and regulations familiarity with road safety inspection, survey work inspection and structure work inspection.

**Selected Experience**

**Atkins Middle East, Qatar (2015-Present)**

**Construction Team Leader**

Duties and Responsibilities:

The Construction Supervision Team Leader will manage the Site Supervision team. I am responsible for ensuring that all works are constructed to World class standards. Work collaboratively with the Project Managers, Resident Engineers and the Centre of Excellence team to achieve this aim.

* Management of the Construction Supervision Team
* Recruitment of the Construction Supervision Team
* Ensure Construction Supervision resources are appropriate to meet current and future projects
* Managing the delivery of the Construction Supervision service
* Liaising with the PMC over the Construction Supervision
* Monitoring the supervision of the construction projects and ensuring that all necessary reporting, including of KPIs, is completed in accordance with the Contract and Atkins internal requirements.
* Chairing site progress meetings
* Ensuring that all site staff fully understand the client’s requirements, are capable of fulfilling their duties and are content with their role within the team
* Ensuring that appropriate training and professional development of all team members is achieved
* Ensuring, with the assistance of the Safety Manager, that the safety of all Atkins staff on site, the Contractor’s staff on site and the public is protected to World Class standards.
* The Construction Supervision Team Leader will work collaboratively with his equivalents in the PMC and other GECs.
* The Construction Supervision Team Leader will liaise with and report to the Senior Project Manager
* The Construction Supervision Team Leader will liaise directly with all Resident Engineers

**Mid Contracting, Qatar (2012 – 2015)**

**General Manager**

Duties and Responsibilities:

* Key member the Holding company hierarchy, in-charge for overseeing the entirety of an organization’s operations and in charge of all of departments.
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* Ensure that company goals are met in a timely fashion by efficiently and effectively managing personnel and resources.
* Multi-tasking, organizational, interpersonal and leadership skills, full thorough knowledge of the industry and related finances.
* Specify day-to-day tasks depend on the exact post and industry.
* Perform duties in keeping with the management of the businesses expenditure and revenue elements.
* Represent the company’s overall business strategies and work to implement and effect change in the daily work environment.
* Administer daily operations, create, review and implement business procedures, work with department heads.
* Plan company activities, manage financial budgets and take care of company expenditure and bills.
* Handle business procurements.
* Delegate responsibilities and execute administrative responsibilities.
* Attend meetings, trainings, seminars and conferences.
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**Tarmac Middle East, UAE (2009– 2012)**

**General Manager - Commercial**

Duties and Responsibilities:

* Identify and develop business opportunities for Tarmac’s asphalt contracting as well as the Tarmac’s quarries full line of aggregate production.
* Prepares and follow the implementation of the annual business development plan; as well as prepares the annual work plan for contracting and aggregate supply.
* Define, follow up and help teams to achieve yearly targets and objectives.
* Develop and implement strategies for new asphalt products and services.
* Determine new opportunities by analyzing business needs.
* Provide direction, guidance to the business unites to ensure alignment with the company’s strategies.
* Increase the company’s involvement with existing client and develop business relationship with potential clients.
* Develop and deliver the business plans through carrying out research, formulate market analysis and deliver accurate business reports.
* Develop and manage client communication tools.
* Pro-actively hunt for target organizations and establish communications with those businesses that can benefit from our company’s services.
* Further develop multi-tier relationships to organically grow Tarmac’s order book.
* Develop and manage marketing tools and collateral for existing and new clients
* Forecast long and short-range market potential in the region.

**Tameer Holding Investment, UAE (2007 – 2009)**

**Projects Director**

Duties and Responsibilities:

* Formulating and packaging master plans and programming development strategies.
* Involve in review and validation of different demands for commencement of detailed design and development works.
* Formulation and development of WBS for project scope and integration.
* Develop scope and change management strategy to deliver project on time and cost within agreed tolerances.
* Develop plans and schedules and prepare updates on schedule with actual progress.
* Prepare trends, analysis and forecasts and develop risk management plans.
* Manage contingency and cost plans. Develop control budgets and prepare capital expenditure estimates.
* Provides conceptual estimates, feasibility studies, Life cycle cost management plans and strategy to finish project as per project indicators.
* Develop project parameters, project framework and coordinate production of basic design plans.
* Deliver project as per project life cycle phases and ensure that quality is achieved as planned.
* Develop logistic plans and interface resolutions along-with management control functions of construction and project handing over phases.
* Ensure timely activity, integration, productivity and efficient use of resources to meet requirements.
* Develops and administers project budgets and fiscal controls, contracts, and quality control provisions; guides project cost estimating and value engineering, as appropriate.
* Establish appropriate key success Indicators and manage trade-offs between scope, quality, time and cost.
* Ensure that all project requirements and/or objectives are properly documented as per business plan and / or project brief, as appropriate, and vigorously pursued.
* Ensures that project operations are in compliance with design specifications and with state, and federal policies and regulations.
* Establishes performance and delivery criteria, ensuring that the institutional requirements are being met.
* Directs work sequencing to expedite project delivery and to minimize disruption of ongoing institutional operations.
* Represents the institution in business with customers, consultants, contractors, and other public and / or private agencies and organizations.
* Prepares various reports pertaining to operations, policies, procedures, programs and/or other issues, as appropriate.
* Establish and update plans with actual and forecasts. Conclude the work upon completion or premature cessation.
* Participates in the planning and formulation of design alternatives and solutions for major project deliverables.
* Approve all appropriate project expenditures. Track and report progress (including realistic forecasts of final target positions).
* Monitoring the monthly project cost report (PCR); in terms of monthly budget, monthly commitments which includes (planned budget, change in scope, budget recast).
* Fully control and contribution to the PS (provisional sum items) and PC items (prime cost items) in term of following up with the suppliers for cost negotiation, terms of payment and delivery.
* Implementing a periodical value engineering exercise.
* Monitoring variation orders process by implementing full coverage of pre-approval by the client between the contractor and the consultant; secure the most economical terms in favor of the client interests.
* Total control of claim’s process initiated by various contractors in terms of eligibility, time extension and associated cost.
* Ensure all variation works are captured and listed in the VO log and all notices for intention to claim for additional payment and extension of time are timely served and the submission of detailed particulars for claims are in accordance to the provisions in the contracts or subcontracts agreement and condition of the contract.
* Ensure all subcontracts for the supply of materials and equipment, labor subcontracts and the supply and install subcontracts are in compliance to the technical and commercial requirement and delivery schedules of the projects.
* Notify main contractor on all likely delays and additional cost impact in advance to enable the main contractor or the consultant to have sufficient time to find alternative solutions in order to mitigate such potential losses.

**Test Contracting Company, UAE (2004 – 2007)**

**Acting Operation Manager / Contracts & Commercial Manager**

Duties and Responsibilities:

* Plan and direct the organization activities to achieve agreed targets and operations performance.
* Plan the budget, monitor the financial performance and report the forecast to corporate level.
* Plan and evaluate the financial implications of overall construction process.
* Able to assist in the coordination of multi-disciplinary works within a project including handling many projects planning, budget, cost control.
* Communicate effectively on technical issues & project related matters, and be proactive in problem solving with tact, especially in challenging situations.
* Having excellent knowledge of Primavera, MS and scheduling procedures.
* Managing the pre & post estimation for the tender process by securing the most economical and profitable prices in favor of the company; review all tender documents, accurate take off quantities, invite specialized supplier and subcontractors, evaluation of quotations.
* Overseeing a team of technical managers & quantity surveyors for their daily functions in taking off quantities of materials for procurement, for comparison between tender and latest revised drawings for variation claims, seeking quotations and preparation of claims for additional works in accordance to engineer’s instructions.
* Provide the most profitable budget recommendation to the higher management to the company.
* Establish the recourses and plant required for the successful bids; technical staff, materials, machinery, etc.
* Full control of the construction budget with the designated project managers and fully coordination with the procurement and financial departments in the company.
* Monitoring construction daily activities for a potential of claims and variations.
* Follow up with all project managers for the preparation of interim payments and using my personal relationship with the client for securing the payment on time.
* Managing the final settlements and handing over the project to the client within budget and quality of work.
* Advise project and planning departments to have regular meetings with the main contractors to sort out all potential problems and disputes with regards to co-ordination and sequencing of civil and MEP works and other related activities.
* Ensure timely monthly payment application to maximize cash flows.
* Conducts periodic reviews of business objectives as well as profit and loss targets

**AL-Shanfari Group of Companies, Oman (1999 – 2004)**

**General Manager / Business Development Manager**

Duties and Responsibilities:

* Appointed as General Manager of Al-Shanfari Group of Companies to undertake, re-organize, restructure and implement their gulf bases projects and business activities.
* In-charge for organizing their variation orders and for solving their contractual related difficulties.
* Duties went beyond that of business development, duties and tasks reflected more as a general manager of the engineering division. The engineering division consisted of three independent companies specialized in buildings, roads and steel structures.
* Setting up budget breakdowns.
* Preparing cost and commitment reports, monitoring and controlling budget expenditure, analysing variances between current budget and current commitments and / or actual.
* Coordinating budget and cost activities between the project managers and functional departments.
* Reviewing subcontractors’ invoices.
* Identifying issues and suggesting corrective actions.
* Initiating and documenting trends and cost overruns.
* Preparing project forecasts and earned revenue calculations.
* Tracking non-manual labour charges and associated other direct costs.
* Preparing and updating material delivery schedules.
* Monitoring the progress of work and the performance of subcontractors.
* Updating the construction schedule including shop drawing and material submittals.
* Comparing the actual progress with the plan and furnishing analysis of the results.
* Proposing solutions to overcome the delay.
* Preparing monthly progress reports.
* Revising the work plan for the project if required.
* Resource allocation and issuance of resource curves.
* Budget breakdown and issuance of cash flow diagrams.
* Total charge of commercial, contractual operation of the company terms of profit and loss.
* Establishing and maintaining relationships with financial institutions, potential clients.
* Prepare all business plans associated with all related commercial aspects to the board members.
* Present a commercial monthly report to the board.
* Attend and review daily and weekly reports prepared by commercial and financial manager and comment back with advice on the submitted reports.
* Liaison with senior project manager and project managers on commercial and contractual matters related to their respective projects.
* Monitor and control cost against budget and advice on solutions to problems.
* Advise and decide on the best methods to resolve contractual issues and to manage finalization of accounts.

**Han-Padron Associates, Oman (1997 – 1999)**

**Business Development & Contracts Manager – Middle East**

Duties and Responsibilities:

* In-charge for any related matter pertaining to contracts and commercial issues in the areas stretching from the African West Coast to Singapore.
* Oversee and solve the problem of pending payments with various clients. The business related skills permitted me to greatly contribute to the successful resolution of outstanding payments and addendums with key government clients.
* Allocate and obtain different advertised tenders by different clients in GCC countries and Middle East.
* Prepare all related contractual and commercial documents for further negotiations with the client to secure bids.
* Preparing the interim payments and following up with the clients.
* Prepares & develops commercial sales & marketing objectives and profit and loss targets.
* Administers effective and cost efficient business strategies

**General Equipment Company, Jordan (1990 – 1997)**

**Section Engineer**

Duties and Responsibilities:

* Planning and detailed design and construction supervision.
* Highway construction activities.
* Preparing of monthly progress report.
* Preparing of monthly evaluation invoices.

**Kuwait Municipality, Kuwait (1984 – 1990)**

**Civil Engineer - Cost Analysis**

Duties and Responsibilities:

* Reviewing tender and pre-qualification documents.
* Coordination between departments related to engineering.

**Infrastructure Projects:**

* DW002 Package 1 -Roads & Infrastructure in Muaither West Area
* DW013 Roads and Infrastructure in Al Sialia - North of Salwa Road - Pkg 1 & Pkg 2
* DW015 Package 1 -Roads & Infrastructure in Rawdat Abal Heeran, MMUP, Ph2, Pkg8
* DW015 Package 2 -Roads & Infrastructure in Rawdat Abal Heeran, MMUP, Ph2, Pkg8
* DW048 - FLOW DIVERSION SCHEMES IN AL WAJBA AND NEW AL RAYYAN PUMPING STATIONS PS12 & PS12A - IA/13/14/C/038/ST
* DW050 Package 1 - Muaither Area Sewage CP773/1 (DW050 - Package 01)-1A 13/14 C 050 ST.
* Infrastructure and buildings of ABM Military College Package 3
* Cultural Village project asphalt works Cultural Village, Doha, Qatar
* NDIA Ras Abu Aboud Road (RAAR) South Extension, Doha, Qatar
* NDIA RAAR Diversion road Phase 2 (Area 4 & 5) RAAR, Doha, Qatar.
* NDIA RAAR North and South Extension and Red Pigmented sand asphalt (Bridge Deck) RAAR, Doha, Qatar
* Asphalt Works for Apron and Taxiway at Rizon Air Terminal, Doha, Qatar
* Salwa Rd Phase 2 Code Doha Expressway (Package 7) Salwa Rd Phase 2
* Dubai Autodrome Business Package & Race Track
* Nad Al Hamer/Beirut Rd Tunnel.
* Dubai Festival City Infrastructure.
* Palm Jumeirah Infrastructure and Asphalt Work.
* Garhoud Bridge
* Arabian Ranches Interchange
* R457 Katah to Dhaid Road
* Nizwa Thamrite Highway including all Infrastructural scope of works.
* Al Quriat Highway.
* Irbid Jarsh High way & Infrastructural.
* Gouhr Haditha High Way & Infrastructural.
* Ras Al Naqab – Aqaba Highway
* Third Ring Road
* Several Internal Roads

**Buildings Projects:**

* Princess & Elite Towers at Dubai Marina
* Regal Tower at DBB.
* Silver Tower at DBB
* Al Jawza Tower at International City
* Al Salam City earthwork and infrastructure.
* Movenpick Royal Amowaj – Palm Island - Dubai
* International City Multi Story towers.
* Oceana Hotel at Palm Island.
* Cooling District Plant at Dubai Marian
* Cooling District Plant at DFC.
* Labour Camp at International City.
* Commercial and residential complexes.
* Multi Store building for Ministry of Justice.
* Fishing Training Institute for the Ministry of Agriculture and Fisheries.
* Commercial and residential complexes.
* Shopping Center for the Royal Guard of Oman.
* Medical Center of the Royal Guard of Oman.
* Al Rayan Complex.
* Bin Mahmoud Residential.
* Al Reffa Tower.
* Administration Building in Port of Salalah.
* Power & Desalination Complex in Hassyan

**Marin Projects:**

* Container Terminal in Salalah Port including all related infrastructural work (Design and Supervision)
* Feasibility Study of the Jumeirah Palm Island Dubai.
* Fishing Training Institute for the Ministry of Agriculture and Fisheries.
* Royal Temporary mooring Facility at Salalah

**Employment History**

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| 2015 - 2017  2012 – 2015 | Atkins Middle East  Mid Contracting, Qatar |
| 2009 – 2012 | Tarmac Middle East, UAE |
| 2007 – 2009 | Tameer Holding Investments, UAE |
| 2005 – 2007 | Test Contracting Company, UAE |
| 1999 – 2005 | AL-Shanfari Group of Companies, Oman |
| 1997 – 1999 | Han-Padron Associates, Oman |
| 1990 – 1997 | General Equipment Company, Jordan |

1984 – 1990 Kuwait Municipality, Kuwait

**Personal Details**

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