**Personal Details**

Nationality British

Date of Birth 11 June 1973

Passport British Valid up to 2024

International Driving License British 2035 / International Valid 2023

**Educations and Qualifications**

Mechanical Engineering Masters Science “Hons” Degree (2018)

Engineering Management Bachelor’s Science “Hons” Degree (2015)

Leadership & Management Bachelor’s Degree - Scholarship Award (2012)

Construction Management Highest National Diploma (2007)

Civil Engineering Highest National Diploma (1993)

Project Management Professional PMP (2013)

Temporary Works Consultant NVQ 6 – City in Guilds (Ireland)

Management Professional NVQ 6 – City in Guilds (UK)

Leadership Professional NVQ 6 – City in Guilds (UK)

Health & Safety in workplace NVQ 6 – City in Guilds (UK)

Professional Construction Operations NVQ 6 – City in Guilds (UK)

Management & Professionals NVQ 6 – City in Guilds (UK)

First Aid HSE 5 Day Course (UK)

SMSTS HSE 5 Day Site Manager Safety Training Scheme (UK)

**Personal Training and Life Time Experience**

* Change Management / Leadership and Management / Performance Improvement / Developing Growth, Mindset and Calibration.
* Business Management / Financial Preparation and Evaluation Reports / Commercial Management / Risk Management /Health and Safety.
* Valued Engineering Review and Analysis / HAZOPS / SIMOPS / As-Builts / Red-Lines / CDM Regulations 2015/ Pre-Tender and Evaluation.
* Planning Preparation and Review Maintenance Package / Contracts Preparation and Evaluation / Legal Preparation and Evaluation.
* Pre-Post Contract Preparation, FIDIC / NEC / RIBA / JCT / ICC / Contract Review and Analysis / Budget Preparation, Review and Analysis.
* Microsoft Office / MS Project / Primavera / Auto-Cad / Quality Control Procedures / Quality Assurance Evaluation Analysis.

**SUMMARY OF EXPERIENCE**

I have over 26 years’ experience from starting my career in 1989 as a graduate engineer to now Project Director. I have continued to keep abundantly educated to ensure I maintain sharp and on top of my career. Moreover, I continue to maintain proficient in all circumstances, whereby never loosing focus to support my project teams and ensuring my teams apply professionalism to promote the company. Furthermore, this provide me the inside knowledge and skill sets to resolve all technical design issues, Commercial and Contract Awareness ensure safe and timely delivery of all my projects. I am excellent team player, and true professional that provides that cutting edge above the rest with my experiences working along Government sector, Development and planning, Stakeholder, Pre-Post Commercial and Contract agencies, whereby working within Developers, Consultancy and Main Contractors. My projects maintain excellent records for the highest man-hours and achieve the best quantity of workmanship during each project phase ensuring the Owners, Stakeholders and client’s satisfaction, approval and acceptance is achieved safe delivery on time and to budget. I have applied my expertise, knowledge and professionalism, to all my projects worldwide.

**Company Name: Salini Impregilo Group - Main Contractor (EPC)**

**Date Started: August 2016 to October 2018 Reason for Leaving: End of Contract**

**PROJECT NAME: Multi Projects Mixed-Use Development**

**PROJECT DESCRIPTION: 1.6m SqFt Shopping Mall, Mixed-Use Residential and Commercial Developments, Roads, Utilities Infrastructure,**

**POSITION HELD: Project Director**

**CONSTRUCTION VALUE: $1.3 Billion**

* Managing and coordinating the project budget to issuing monthly (IPC) interim payment certificate to the Government engineering office.
* Perform coordination between project stakeholders: client representatives, foremen, designers and architects, procurement, commissioning team, general contractor, other contractors etc.
* Managing, coordinating and monitoring tasks to civil and mechanical engineering teams to insure complete project deliverables are met.
* Develop the RFP for engagement of engineering firms, contractors, and other contractor and sub-contractors engaged in the life cycle of projects.
* Undertake the full scope of project management from initial planning to handover.
* If required, establish the set up needed to undertake construction management.
* Provide updated reporting to NPMO management as per set NPMO processes and procedures.
* Full responsibility for the direct performance of contractors.
* Full implementation of all NPMO established processes and procedures.
* Seek out new opportunities and expands and enhances existing opportunities to build and manage the pipeline in specialty area.
* Managing and coordinating all design changes with head design engineers and teams to insure all drawings are approved by Client, to reduce delay to project and cost to budgets.
* Coordinating all project operations to ensuring the project team are meeting set targets.
* Conducting weekly project meeting with client and stakeholders to ensure all expectations are being met.
* Managing and coordinating and resolving project problems organize team meetings and prepare possible solutions for decision making.
* Perform construction contract administration, conducts weekly progress meetings and prepares weekly progress reports to client.
* Reconciliation of newly added assets on monthly basis to ensure timely reports to client.
* Physical verification of assets on annual basis.
* Providing sales strategy insights, challenging the sales approach, shifting mindsets to value delivery to customer rather than product push.
* Formulating a clear and meaningful customers’ business problem statement to resolve.
* Defining a disruptive value proposition transforming the way how our customers do business enabled by BHGE and GE technology and ecosystem.
* Providing methodology and driving force ensuring the sales process is executed with highest quality standards and commitment with target dates.
* Leveraging skills and expertise within BHGE group to support the sales effort and coordinating them for s successful delivery.
* Supporting the local sales team in facing customer and in preparation of deliverables required during sales process
* Report and present conclusion and outcomes to the C-level and Executive team.
* Create and deliver solution outlines across BHGE and GE solutions and migration paths that show the evolution of a system from a baseline state to a target or future digital roadmap and state.
* Coordinate a cross-functional, cross-LOB and potentially partner driven team approach in a complex sales cycle.
* Map out customers’ decision-making process and identify areas where digital is rapidly shifting the sales paradigm.
* Use available client data to proactively identify possible needs before they are expressed by client.
* Help Manage multiple decision makers to move deal to closure.
* Evaluate and prioritize the need for additional resources to advance the sale, focusing on competitive advantage and cost efficiencies.
* Work with the Account Managers and peers to identify and streamline the correct Commercial Operations processes.
* Utilize industry knowledge and skillsets to support an industry relevant line of questioning and resultant problem-solving definition.
* Identify next steps and how to string together near-term successes that can be the foundation for future engagements and an expanded business.
* Qualifying the opportunity: customer potential to invest in Digital at large scale, context favorable or not for investing in a Digital transformation.
* Building the sales strategy: power map, competition map, BHGE SWOT, key success factors.
* Running discovery workshops with customer to understand business challenges and raise interest in Digital
* Running assessment workshops with customer to understand more in-depth business requirements, priorities and constraints
* Managing and coordinating the development of all programs, procurement and construction, general outline method statement, contract packaging, value management exercises, risk management, value engineering exercises and all tender documentation.
* Coordinating all project operations to ensuring the project team are meeting set targets and project deliverables.
* Interpret and track submittals, drawings and specifications to reply to Requests for Information (RFIs) and computes and prepares monthly progress payments
* Negotiates and prepares construction change orders.
* Maintaining adherence to our client’s standards of safety; ensuring that required documentation is filed.
* Developing pre-construction RFP package.
* Conducting project meetings and setting milestones and formulating monthly owner report.
* Managing and coordinating project scheduling; ensuring project quality control and establishing overall project logistics.
* Managing the closeout process.
* Weekly meetings with my project QS to ensure IPC payments project claims are corrected before final approval and signature.
* Managing and coordinating design work and with design engineering manager, CAD team & draftsmen to ensure drawings are up to clients & stakeholders’ expectations.
* Working in partnership with QA-QC engineering team to ensure the highest standards construction for the client.
* Managing and coordinating sub-contractor’s performance to ensure project expectation are being carried out and met.
* Implementing project milestones to senior management to ensure no delays to the projects schedule.
* Provide advice, coaching and training to local national personnel sub-contractors as necessary and mentor, assist in training of junior staff as required.
* Managing and coordinating the direction and control of the contractor's structural construction works as directed by construction lead for Sound knowledge of HSSE plans & control of work procedures.
* Managing and coordinating monthly meeting with Government, consultants to ensure all projects expectations are met to ensure #safe deliverables. Ensure services sold are delivered correctly and within the expected interval schedule
* Coordinate the deployment of carrier circuits to be installed within the standard interval schedule.
* Working in partnership with my health & safety manager, OSHA and ISO ensuring to maintain the highest standards of HSE operations, managing awareness of behavioral based site safety programs.
* Managing and coordinating a large team of expatriate and multinational in all civil, mechanical, structural for all engineering, design and construction elements to ensure a safe project deliverable.
* Managing and coordinating weekly project meeting with client and stakeholders to ensure all expectations are being met.
* Managing and coordinating monthly site meeting with client on project related KPI’s to reduce project risk to ensure safe deliverables.
* Managing and coordinating daily meetings to ensure my civil & mechanical engineers & surveyors are meeting project expectations.
* Managing and coordinating all the logistics and procurements operations with my engineers to ensure that all material, labour and equipment for the project are delivered, hired, off hired on time to the project schedule.
* Managing and coordinating weekly meetings with my project QS to ensure IPC payments project claims are correct before signing off.
* Managing and coordinating design work and with design engineering manager, CAD team & draftsmen to ensure drawings are up to clients & stakeholders’ expectations.
* Managing and coordinating sub-contractor’s performance to ensure project expectation are being carried out and met.
* Implementing project milestones to senior management to ensure no delays to the projects schedule.
* Provide advice, coaching and training to local national personnel sub-contractors as necessary and mentor, assist in training of junior staff as required.
* Identify and evaluates alternative solutions to best meet program goals.
* Prepare detailed construction cost estimates and documentation (e.g. PFR, PAR) for project funding authorization
* Client Service Directors and project client to clarify specific needs and requirements and keeps client and stake holder informed of change management strategies, to ensure timely delivery of investments.
* Direct and manage all appropriate client service director up-to-date on project status throughout process analysis and reporting.
* Direct and manages efforts of other corporate support functions in coordination with legal team, Insurance and Loss prevention support unit, and OAA, Security, and Systems packages.
* Ensures all projects are completed within budgets and schedules, while meeting client requirement, business objectives design guidelines, and projects deliverables.
* Works cooperatively with and ensures each project managers works cooperatively with the appropriate, client services director, EPC management, senior business unit management teams, and internal freelance design engineers, and managers.
* Managing and directing all monitoring and reports aspects on the progress of all project activity including significant milestones, and any conditions, which would affect project cost or schedule. Establishes weekly meeting to review project status and formulate action items.
* Managing and directing the qualifications required of the key project positions in specific detail with the senior managers. collaborates with the office facilities staff to address project space requirements.
* Managing and directing project de teams to develops facilities layouts in conjunction with CAD designers
* Performs construction engineering tasks, working closely with project engineer and project managers
* Participate, and review all reports in relations to on-site testing, start up or troubleshooting of facilities or infrastructure.
* Managing and direct all work packaged to my project teams to that appropriate professional standards and to the firm’s QA/QC requirements are met.
* Managing and direct all work packaged to my project team’s tom ensure the QA/QC programs for other projects as requested by managers.
* Perform schedule reviews on construction projects and assist in developing design schedules for managers as needed.
* Managing and directing project construction and project managers to ensure all workload schedules and communicates are clear to ensure safe return on expectations.
* Managing and directing the promotions of all technical and commercial excellence on the project through application of Quality Assurance processes.
* Managing and directing project teams in development of facility and or utility master plans.

**Company Name: K+A Group – Engineering Procurement, Design and Cost Consultancy**

**Date Started: September 2015 to July 2016 Reason for Leaving: Short Term Contract**

**PROJECT NAME: SWCC, Mina Line B**

**PROJECT DESCRIPTION: Water Transmission 860klm Pipeline, 2x Pump Station and Transmission – Sub-Stations and Buildings**

**POSITION HELD: Project Director**

**CONSTRUCTION VALUE: £617 million**

* Ensures assigned projects are completed within budgets and schedules while meeting client needs, business objectives and design and technical valued engineering.
* Manages program of projects and project managers within a region to ensure successful completion.
* Develop project control systems to mitigate and prevent risk by applying risk management strategies.
* Prepare design brief for function ability, cost, time, quality and safety.
* Offer preparation (bid costing, LOA, negotiation, contracting.
* Preparation/checking of as-sold calculation (OEC).
* Perform export control checks.
* Booking WBS / Sales Order in Spiridon. Guarantees Issuance via GREAT, LC Establishment, Advance payment requests.
* Verification of external suppliers, SAG and internal business invoices and clarification of discrepancies.
* Invoice Approval based on all supporting documentation (eg. verified invoice, P.O etc...)
* Review of open GR/IR & settlements.
* Invoice calculation, invoice creation in Spiridon and submission to customer.
* Follow-up for payments from customer, LC Management.
* OCC report review & corrections, order cost controlling & monitoring.
* Update plan cost / revenue in line with revised calculations / ETC.
* Reporting of NCCs/additional cost and update billing plan to reflect the additional costs. Support internal and external audits.
* Export control approvals during project execution. Ensure SOA compliance. Foreign Currency hedging.
* Ensure compliance with company policies, guidelines, accounting standards, other procedural requirements.
* Monthly/quarterly and annual closing as per check list.
* Management of Department Fixed assets.
* Analysis of client requirements to ensure a safe delivery of project deliverables.
* Managing the coordination of developing programs, projects budget and forecast for safe cost control ensure project delivery
* Review and finalize project organization charts and master plan to ensure EPC have in-depth project teams to deliver each project phase.
* Coordinate all project communications, to ensure client is being updated from private consultants
* Managing and coordinating the preparation and review variations, change orders, compensation events delay events
* Analysis and update all reporting systems to ensure a timely delivery of design
* Managing and coordinating the preparation and review and finalize the master project schedule.
* Managing and coordinating the preparation and review of project design, valued engineering of EPC, HAZOPS with design team, technical manager, independent consultants to ensure safe deliverables of project and procurement schedule.
* Managing and coordinating the preparation and review master budget and feedback to client on progress and advising on set targets and key millstones.
* Managing and coordinating the preparation and review tracking procedure for design deliverable scheduling.
* Managing and coordinating the preparation and review technical specifications and bill of quantities (BOQ).
* Managing and coordinating the preparation and review and submit commercial elevation reports to client.
* Submit weekly and monthly reports to client and head office.
* Review and submit procurement and logistical reports.
* Monitoring the statutory approvals process and following up final design plans to ensure a timely delivery of approved construction drawings.
* Managing and coordinating the preparation and review interim payment certificates (IPC) to client and approving from sub-contractors
* Provide various reports (e.g., order progress/order issues) to project team for streamlined project implementation and effective customer service management.
* Managing and coordinating with partner with internal and external stakeholders to ensure on time delivery of promised goods/services.
* Keep operational systems up-to-date with accurate and complete information to enable internal teams to execute their functions correctly and effectively and successfully.
* Provide ongoing communication with customers pertaining to the project implementation schedule, holding project status meetings, new/resolved issues, and responses to customer issues.
* Ensuring close communications of all internal systems, per department procedures/expectations Proactively identify issues that may prevent an order from advancing to installation and escalate matters to the appropriate party for resolution.
* Make sound procedural decisions for customers and vendors while maintaining the order within the interval schedule.
* Improve customer retention by providing exceptional customer service and working continuously to improve internal communications and processes.
* Assists in developing clear and measurable project management plan in conjunction with the director of Strategic Operations, Director of Clinical Operations, and sponsor representative(s). Management (within the country or regional geography) of clinical projects including deliverables from all functional areas and vendors in accordance with contractual timelines, sponsor specifications, quality and GCP.
* Adheres to defined timelines, milestones and scope of work limitations; communicates it to project staff.
* Adheres to established and defined project metrics and project report schedules with client representatives.
* May act as the primary liaison between the project team and the sponsor/customers and service providers.
* Assists in identifying critical project success factors for tracking, analysis and reporting including probability and impact of potential project risks; reports it to leadership.
* Monitors project status, timelines, and budget expenditures; identifies problems and recommends solutions.
* Coordinates assignment of needed resources for project conduct and completion with functional area leaders, ensures appropriate staffing to accomplish project goals within budget.
* Identifies out-of-scope work and reports the scope change process to leadership.
* Managing and coordinating the preparation and review and updating material and delivery, with government and logistical movement and port and airfreight clearance

**Company Name: M+W Group Engineering Procurement, Design and Cost Consultancy**

**Date Started: August 2013 to August 2015 Reason for Leaving: Completed Contract**

**PROJECT NAME: Kringlan Shopping Mall and Mixed-Use Developments Reykjavík, Iceland**

**PROJECT DESCRIPTION: 1.8m SqFt Shopping Mall, 5\* Hotels, Mixed-Use Developments, Roads, Utilities and Major Infrastructure.**

**POSITION HELD: Senior Project Manger**

**CONSTRUCTION VALUE: £317 million**

* Manages program of projects and project managers within a region to ensure successful completion.
* Ensures assigned projects are completed within budgets and schedules while meeting client needs, business objectives and design

and technical valued engineering.

* Develop project control systems to mitigate and prevent risk
* Building a value proposition detailing the most appropriate digital solution for the customer, its business case and implementation roadmap
* If required, building out of standard business models to enable the Digital transformation (JV creation, funding by external parties
* Supporting the Sales Commercial Operations team in preparing the Technical & Commercial proposal
* Driving technical & commercial discussions and negotiations with customer up to contract signature
* Assist the Commercial Ops Director with complex financials models to determine the hospital potential and segmentation. Setup & maintain the existing procedure database and update the account segmentation accordingly.
* Establish a strong culture locally on the Sales Performance Management and support the local Management team in KSA to plan & Review process. Ensure a proper utilization on the various existing analytical tools (Business Review & Growth Drivers dashboards, tableau dashboards, segmentation dashboards, SFDC dashboards…), create some new tools for internal usage if needed.
* Support the commercial Operations Country Manager and the Country Business Leader to drive change initiative by ensuring best alignment and structure of the sales force with other business functions in order to facilitate achievement of overall company strategic objectives.
* Ensure a proper coverage and dispatch of the sales force teams across the country. Support the Country business leader on go to market design and strategy.
* Develop an execution plan for a typical project delivery. Prepare design brief for function ability, cost, time, quality and safety
* Analysis of client requirements to ensure a safe delivery of project deliverables
* Review and finalize project organization charts, to ensure, EPC have in-depth project teams to deliver each project phase
* Coordinate all project communications, to ensure client is being updated from private consultants
* Analysis and update all reporting systems to ensure a timely delivery of design
* Review and finalize the master project schedule
* Preparation and review of project design, HAZOPS and drawings deliverables
* Review master budget and feedback to client.
* Prepare tracking procedure for design deliverable scheduling.
* Review approving technical specifications and bill of quantities (BOQ)
* Review and submit commercial elevation reports to client.
* Submit weekly and monthly reports to client and head office.
* Review and submit procurement and logistical reports.
* Monitoring the statutory approvals process and following up final design plans to ensure a timely delivery of approved construction drawings.
* Provide various reports (e.g., order progress/order issues) to project team for streamlined project implementation and effective customer service management.
* Partner with internal and external stakeholders to ensure on time delivery of promised goods/services.
* Keep operational systems up-to-date with accurate and complete information to enable internal teams to execute their functions correctly and effectively and successfully.
* Provide ongoing communication with customers pertaining to the project implementation schedule, holding project status meetings, new/resolved issues, and responses to customer issues.
* Ensuring close communications of all internal systems, per department procedures/expectations Proactively identify issues that may prevent an order from advancing to installation and escalate matters to the appropriate party for resolution.
* Make sound procedural decisions for customers and vendors while maintaining the order within the interval schedule.
* Improve customer retention by providing exceptional customer service and working continuously to improve internal communications and processes.
* Assists in developing clear and measurable project management plan in conjunction with the director of Strategic Operations, Director of Clinical Operations, and sponsor representative(s). Management (within the country or regional geography) of clinical projects including deliverables from all functional areas and vendors in accordance with contractual timelines, sponsor specifications, quality and GCP.
* Adheres to defined timelines, milestones and scope of work limitations; communicates it to project staff.
* Adheres to established and defined project metrics and project report schedules with client representatives. Provides at least monthly project updates.
* May act as the primary liaison between the project team and the sponsor/customers and service providers.
* Assists in identifying critical project success factors for tracking, analysis and reporting including probability and impact of potential project risks; reports it to leadership.
* Monitors project status, timelines, and budget expenditures; identifies problems and recommends solutions.

**Company Name: GNLS Government Land Owner and Property Developer**

**Date Started: August 2009 to July 2013 Reason for Leaving: Completed Contract**

**PROJECT NAME: Commercial Business Centre Project, Montevideo, Uruguay**

**PROJECT DESCRIPTION: 2.4M SqFt Shopping Mall, 5\* Hotels, Business Park x2 High Rise Mixed-Use Residential and Commercial Developments, Bypass, Flyover, 4 lane Tunnel and Intersections.**

**POSITION HELD: Project Director**

**CONSTRUCTION VALUE: $795 million**

* Monitors progress provides financial control and ensures quality of project and safe deliverables.
* Responsible for ensuring that project managers, manage the project team including architects, engineers, workplace consultants, construction managers and administrative support.
* Contribute to the development of the Project Management Strategy, Plan, Policies, Systems, and Processes for executing Projects to fulfill the Project Management requirements in line with the vision, mission and overall strategy of the company.
* Provide overall direction in the management of the Project Cycle to ensure the Project parameters are met in line with agreed project objectives such as time, quality and budget.
* Direct the development of the project delivery for assigned projects in order to ensure that the risk is mitigated, and the quality of service delivery meets agreed standards and exceeds customer expectations over the life cycle of projects.
* Direct, manage and delegate tasks to the project teams, ensuring the efficient planning and allocation of all resources and implementation of appropriate standards, controls and lessons learned from other projects to ensure projects are executed efficiently and effectively.
* Approve the terms of reference, the project concept & design and appoint Consultants or release tenders for consultancy of various projects based on client requirements and the scope of services to document the project deliverables, the cost budget and the approximate timeline.
* Approve payment invoices from Contractors and Consultants verified by the Project Managers in line with agreed Project objectives and agreed contracts as per DOA.
* Direct the preparation of reports on the progress status according to the originally approved project, costs, timelines, and other project parameters. Review status reports prepared by project personnel and modify schedules or plans as required.
* Identify and manage the project risks posed by Consultants, Contractors, timely sourcing, delivery and cost of items procured, etc. to reduce risk avoidance, risk mitigation or risk sharing measures.
* Direct and review the continuous improvement of Project Management practices taking into account ‘international best practice’, changes in international standards and changes in the business environment which demand proactive action plans.
* Ensure compliance with all relevant Quality, Health, Safety and Environmental (HSE) management policies, procedures and controls within the company.
* Provide leadership in setting individual objectives, managing performance, developing and motivating staff, provision of formal and informal feedback and appraisal –to maximize subordinate and departmental performance to meet Management objectives.
* Coordinating all project operations to ensuring the project team are meeting set targets.
* Working in partnership with my health & safety manager, OSHA and ISO ensuring to maintain the highest standards of HSE operations, managing awareness of behavioral based site safety programs.
* Coordinating a large team of expatriate and multinational in all civil, mechanical, structural for all engineering, design and construction elements to ensure a safe project deliverable.
* Conducting weekly project meeting with client and stakeholders to ensure all expectations are being met.
* Conducting monthly site meeting with client on project related KPI’s to reduce project risk to ensure safe deliverables.
* Conducting daily meetings to ensure my civil & mechanical engineers & surveyors are meeting project expectations.
* Coordinating all the logistics and procurements operations with my engineers to ensure that all material, labour and equipment for the project are delivered, hired, off hired on time to the project schedule.
* Weekly meetings with my project QS to ensure IPC payments project claims are correct before signing off.
* Coordinating design work and with design engineering manager, CAD team & draftsmen to ensure drawings are up to clients & stakeholders’ expectations.
* Monitoring sub-contractor’s performance to ensure project expectation are being carried out and met.

**Company Name: EllisDon Corporation Engineering, Procurement, Design and Cost Consultancy**

**Date Started: December 2006 to July 2009 Reason for Leaving: Completed 1/2**

**PROJECT NAME: Zone 1/2 – Jumeirah Village, Dubai**

**PROJECT DESCRIPTION: Marina Retail Units, 5\* Hotels, 3,4,5 and 6-bedroom Villas, Mixed-Use Residential and Commercial Developments, Bridges, Roads and Utilities.**

**POSITION HELD: Project Manager**

**CONSTRUCTION VALUE: $519 million**

* Establish the internal project management team that will undertake the delivery of projects.
* Select and engage the required expertise in project management, construction management, engineering management, project controls and contract management to deliver a full scope of project management.
* Develop the scope of projects out lining the key commercial aspects.
* Maintain knowledge of competitors in account to strategically position HP's products and services better.
* Develop pursuit plans and manage the pipeline to ensure alignment with account managers.
* Establish a professional, working, and consultative, relationship with the client, by developing a core understanding of the unique business needs of the client within their industry.
* Contributes to proposal development, negotiations and deal closings.
* Work closely with and supports account manager, providing technical expertise and support, and participating in client engagements up to C- level engagements for more complex solutions in smaller accounts.
* May focus on growing contractual renewals for mid-size accounts with some complexity, to higher-total contract- value renewals.
* Interface with both internal and external/industry experts to anticipate customer needs and facilitate solutions development.
* Build sales readiness and reduce client learning curve through effective knowledge transfer in area of specialization.
To Plan and direct all aspects of engineering, procurement and construction activities within projects and surrounding organization group.
* Ensures all engineering, procurement and construction, initiatives, and processes are in conformance with organization's established policies and objectives.
* Utilizes best management practice to establish key fundamental engineering, procurement and construction methods and provides expert technical guidance for engineering, procurement and construction initiatives and processes.
* Incorporates components, materials, and tools that result in cost-effective and quality output.
* Managing and approving CPM schedules, deliverable schedules, procurement schedules, organization charts, primavera early warning notices, compensations events, as well as, design/ Construction risk registers.
* Managing all design consultants, costs consultants, supervision staff, contractors, facility management and project control teams.
* Identify and manage project dependencies and critical path.
* Reviewing and approving all invoices, payment certificates, variations and fees.
* Value engineering design and construction methods to lower construction costs and time to fit clients budget and schedule.
* Managing all tenders for construction as well as all client procured items including material selections.
* Applying for and obtaining permits in Cairo municipality, as well as, Civil defense which includes presenting projects to the reviewers and taking on their comments.
* Working on a fast track schedule delivering phases of project for construction while simultaneously managing the design of other phases.
* Designed concepts for new products in residential portfolio in reaction to market needs.
* Manages overall management staffing, engineering, procurement and construction budgets to ensure all direct and indirect costs are monitored and control throughout the duration of the project.
* Establishes and communicates team performance expectations and guidelines.
* To mentors and/or assists in coaching/training junior project managers and clinical research coordinators.
* To conducts performance reviews, calibration sessions and feedback discussions. Performs competency assessments across his/her team and implements and monitors development plans with direct reports.
* Review master budget with financial team and feedback to Stakeholders the project indirect and direct budget and forecast.
* Participates in development and review of departmental Standard Operating Procedures (SOPs), guidelines, intradepartmental procedures, and other continuous process improvements programs, as assigned.
* Meet quality, productivity, turnaround time and other expectations.
* Lead the company budget preparation process and formalities, with coordination with the DH’s and the Finance Manager, to ensure that the plan and budget is aligned with the company strategic goals.
* Conducting pre-bid tender meetings and report all feedback to client regarding completeness, tender specifications and technical parameters.
* Coordinate on-site design meeting to resolve any outstanding design issues to prevent project delays.
* Approve on site design changes from contractor’s blue-print shop drawings, and product data submittal sheets.
* Implement refinement works breakdown, to ensure each project phase is being delivered in a timely fashion.
* Monitoring progress of all projects and reviewing and updating master schedule before submitting monthly to client.
* Ensures assigned projects are completed within budgets and schedules while meeting client needs, business objectives and design guidelines.
* Manages program of projects and project managers within a region to ensure successful completion.
* Provide advice, coaching and training to local national personnel sub-contractors as necessary and mentor, assist in training of junior staff as required.
* Identify and evaluates alternative solutions to best meet program goals.
* Prepare detailed construction cost estimates and documentation (e.g. PFR, PAR) for project funding authorization
* Client Service Directors and project client to clarify specific needs and requirements and keeps client and stake holder informed of change management strategies, to ensure timely delivery of investments.
* Direct and manage all appropriate client service director up-to-date on project status throughout process analysis and reporting.
* Direct and manages efforts of other corporate support functions in coordination with legal team, Insurance and Loss prevention support unit, and OAA, Security, and Systems packages.
* Ensures all projects are completed within budgets and schedules, while meeting client requirement, business objectives design guidelines, and projects deliverables.
* Managing and coordinating the staffing and sib-contractors performance to ensure the project has adequate resources for safe delivery of project
* Managing and coordinating the preparation and review of stakeholders, client’s expectations to ensure to keeping company image and maintaining excellent business relationships.
* Responsible for review of project grants, expense reports and financial records (invoicing/units/expenses) in conjunction with appropriate project team members.
* Accountable for development, oversight and delivery of team training for specific projects.
Determines needed project processes and trains project teams; maintains project team knowledge and application of project processes.

**Company Name: Al Naboodah Laing O’ Rourke – Main Contractor (EPC)**

**Date Started: August 2000 to November 2006 Reason for Leaving: End of Contract**

**PROJECT NAME: Jumeirah Beach Residence (JBR) Murjan, Sadaf, Bahar**

**PROJECT DESCRIPTION: Marine Engineering, 5\* Hotels, Villas, Mixed-Use Residential and Commercial Developments, Bridges, Roads, Utilities infrastructure.**

**POSITION HELD: Senior Resident Engineer / Project Manager**

**CONSTRUCTION VALUE: $670 million**

* Approve on site design changes from contractor’s blue-print shop drawings, and product data submittal sheets.
* Implement refinement works breakdown, to ensure each project phase is being delivered in a timely fashion.
* Perform coordination between project stakeholders: client representatives, designers and architects, procurement, commissioning team, general contractor, other contractors etc.
* Maintaining the projects kept on schedule to budget, and within the projects scope.
* Managing the project budget to issuing monthly (IPC) interim payment certificate to the Government engineering office.
* Manages program of projects and project managers within a region to ensure successful completion.
* Develop project control systems to mitigate and prevent risk.
* Prepare design brief for function ability, cost, time, quality and safety.
* Analysis of client requirements to ensure a safe delivery of project deliverables.
* Review and finalize project organization charts, to ensure, EPC have in-depth project teams to deliver each project phase.
* Coordinate all project communications, to ensure client is being updated from private consultants.
* Analysis and update all reporting systems to ensure a timely delivery of design.
* Review and finalize the master project schedule.
* Preparation and review of project design, HAZOPS and drawings deliverables.
* Review master budget and feedback to client.
* Prepare tracking procedure for design deliverable scheduling.
* Review approving technical specifications and bill of quantities (BOQ).
* Review and submit commercial elevation reports to client.
* Submit weekly and monthly reports to client and head office.
* Review and submit procurement and logistical reports.
* Monitoring the statutory approvals process and following up final design plans to ensure a timely delivery of approved construction drawings.
* Provide various reports (e.g., order progress/order issues) to project team for streamlined project implementation and effective customer service management.
* Partner with internal and external stakeholders to ensure on time delivery of promised goods/services.
* Keep operational systems up-to-date with accurate and complete information to enable internal teams to execute their functions correctly and effectively and successfully.
* Provide ongoing communication with customers pertaining to the project implementation schedule, holding project status meetings, new/resolved and close out all issues, and responses to client and consultant.

**Company Name: Mowlem PLC -Main Contractor (EPC)**

**Date Started: August 1989 to June 2000 Reason for Leaving: Company Stopped Trading**

**PROJECT NAME: Winchester Bypass / Newbury Bypass / Gatwick, North Terminal**

**PROJECT DESCRIPTION: #21 Bridges, #2 x #4 Lane Tunnels and #17 Intersections / 17 Bridges #2 x 4 lane Extension Highway and Improvement Works / North Terminal, Runway, Taxiway, Apron, and Interconnection Rail Link**

**POSITION HELD: Under Graduate Engineer / Site Engineer / Resident Engineer**

**CONSTRUCTION VALUE: £76 million / £54.7 million / £47 million**

* Scheduling and managing all internal and external resources necessary for the realization of the construction-related
* activities with appropriate delegation to and management of specific specialists within other departments or subcontractors.
* Approve on site design changes from contractor’s blue-print shop drawings, and product data submittal sheets.
* Implement refinement works breakdown, to ensure each project phase is being delivered in a timely fashion.
* Monitoring progress of all projects and reviewing and updating master schedule before submitting monthly to client.
* Ensures assigned projects are completed within budgets and schedules while meeting client needs, business objectives and design guidelines.
* Manages program of projects and project managers within a region to ensure successful completion.
* Establishing job processes, RFI’s, submittals, and pay applications) including approving pay applications and negotiating subcontract change orders.
* Leading on regular construction project progress meetings and preparing standard management reporting documents in relation to risks, progress, value and costs for the Project Manager and/or MDs.
* Preparation and management of detailed project budgets, reporting to the Project Manager and the finance department
* on expenditure to date and planned expenditure against budget.
* Responsibility for preparation and coordination of all construction-related contract structures with appropriate delegation to advisors as necessary., Reviewing and signing off on RAMS before submitting to client for final project team’s approval.
* Working in partnership with chief QS on monthly IPC certificates to ensure maximum payment.
* Provide direction & control of the Contractor's structural construction works as directed by construction lead for Sound knowledge of HSSE plans & control of work procedures.
* Liaising and signing off as TWC for temporary works design.
* Coordinating HAZOP meeting with design Manager and design team to ensure final design to ensure all health and safety elements have been eliminated before signing off on construction and installation drawings.
* Collaborate with the client to approve changes in the budget and design revisions.
* Ensuring to provide a full range of engineering, procurement and construction management (EPCM) services to our client and stakeholders.
* Management of technical and procurement contractors and administration of the project contracts.
* Liaison with the Operations Management team to ensure smooth handover into the operational phase.
* Coordinating all the logistics and procurements operations with my engineers to ensure that all material, labour and equipment for the project are delivered, hired, off hired on time to the project schedule.
* Generally identifying areas for improved ways of working, including in relation to health and safety, costs,
* communications, processes, reporting and decision making.
* Responding and closing out to clients NCR’s.
* Raising and responding to early warnings and compensation events.
* Welfare of the team including personal training needs and appraisals.
* Maintain up-to-date knowledge of current construction management and business processes.
* Monitoring sub-contractor’s performance and highlight any concerns to senior project manager.
* Managing and tracking of procurement especially long lead item as well as bulk materials procurement and timely delivery.