Gamal

**E-mail:** [gamal.323139@2freemail.com](mailto:gamal.323139@2freemail.comn)

**Senior level professional in construction & contracting business with strong technical & commercial aptitude and business acumen, offering expertise in acquisition & delivery operations in buildings & infrastructure projects**

General Manager / Director

**Over 30 years’** professional experience including current 25 years in the Gulf (Oman & Bahrain). Technical expertise in civil, structural, architectural and MEP construction with EPC contracting & real estate companies, and senior level experience in business development, pre and post contract techno-commercial operations, and projects delivery management. Bottom line focused and performance–oriented professional, setting excellence in operations, and creating win-win scenario for stakeholders. Mission-critical & high impact leader, proactively nullifying risks & leveraging opportunities to maximize effectiveness in business execution. Prove ability to manage life cycle operations of multiple concurrent projects, marshalling all resources and 3rd party services towards technical and commercial success of projects. Currently working with **Down Town Group Construction Co. W.L.L. – Manama, Bahrain,** as **Group GM.**

**Areas of Expertise**

* Pre-Bid Due Diligence
* Bid Pricing & Negotiations
* Project Planning/Scheduling
* Procurement/Subcontracting
* Design & Engg. Coordination
* Contracts & Claims Mgmt
* Construction Management
* Operations Management
* Profit & Loss Management
* Budgeting & Cash Flow Mgmt
* Performance Management
* Team Building & Leadership
* Risk & Conflicts Management
* Safety & Quality Management
* Sales & Business Development

Executive Synopsis

* Prove ability to manage operations of EPC contracting business, spearheading business processes & strategy, prospecting, proposal & bids, finalization of contracts, resources management, procurement, transition of projects, and budgets & expenditures
* Expertise in planning and managing post-contract operations of projects including selection & engagement of subcontractors and vendors, management of contractual obligations & entitlements, technical guidance, control of design & construction services, project interface & conflicts management, risk & cost mitigation, stakeholders’ coordination, while ensuring flawless project delivery
* Ability to structure project management organization, set workflow and procedures, streamline operations, engage and manage project execution team with defined responsibilities, establish project communication & reporting structure, implement project management controls, and optimize utilization of resources to maximize productivity
* Efficient in monitoring projects progress against budget and schedule, analysing and closing performance gaps through operational enhancements and micro-management of schedules to catch up with main schedule
* Extensively experienced in finalizing planning & technical documents and resolving design/engineering/progress issues with consultants & client, planning/expediting procurements, administering operations at multiple sites, building construction capability, implementing latest construction methodologies, and ensuring efficient turnaround of projects through risk & cost mitigation
* Independent working experience as project manager/construction manager in numerous projects, having managed multiple stakeholders, with sole accountability of delivering projects with technical and commercial success
* Excellent people management skills multicultural settings, motivational leadership style, critical thinking & problem solving skills, and ability to strategize and execute business operations while managing cross-functional groups, external dependencies.

RecentExperience

**Group General Manager | Down Town Group Construction Co. W.L.L. – Manama, Bahrain , Mar 2016 onwards**

Job Profile

* Lead business development, including entry to emerging markets, building relationships to capture opportunities government & corporate programs, establishing strategic partnerships, and devising program delivery strategy and roadmap
* Execute Company’s strategic plan through operational leadership ensuring achievement of growth, profitability, efficiency and development targets
* Establish best practices and operational synergy across all business functions
* Analyze company operations and functional performance to identify opportunities for improvement
* Oversee planning and implementation of operating budgets,optimize cost & revenue through meticulous controls
* Balance conflicting priorities/requirements of different business functions and projects, and facilitate resolution of issues
* Manage external relationships, and facilitate resolution of all disputes
* Identify, negotiating and manage outsourcing of international teaming partners for mega projects
* Act as lead "client-care officer" through direct contact with every client and partner
* Represent the firm with clients and business partners, and secure new business with existing and new clients
* Track regional economic development plans, upcoming tenders, and look for opportunities for new business
* Deliver pricing, bidding and negotiation strategies, and assist in preparation and submission of bids
* Maintain a high performance team by attracting, recruiting, and retaining people consistent with company values

Projects Under Execution

* Infra structure projects (sewage, road works) for Ministry of works- Bahrain
* O&M projects \*new water pipe lines, cable laying, and transmission works) for EWA – Bahrain
* Construction of 54 villas at Rifah, and 18 Villas at Um Al-Hassam, for Ministry of Housing –Bahrain
* Infra structure maintenance works for BAPCO
* Cabling and maintenance works for BATELCO

Achievement

* Enabled the company to participate in prestigious government and corporate tenders in the region
* Participated in tenders worth BD 50 Million in last six months with fair conversion rate

**Senior Manager – Civil | Oman National Engg& Investment Co. (SAOG) – Muscat, Oman Dec 2011 – Jan 2016**

Job Profile

* Evaluate tender documents and support pre-bid technical deliveries for civil construction programs including costing for civil works
* Oversee design and engineering deliverables, intervene on technical issues, and provide expertise support to prompt resolution
* Manage prequalification of contractors to ensure resourceful and reliable contractors are engaged in the projects
* Facilitate timely attainment of authority approvals and permits as appropriate for the projects
* Review and approve all planning and technical packages submitted by subcontractor, as well as vendor submissions
* Follow up timely closure of quality non conformances, while providing advise on corrective & preventive actions
* Enforce Quality Policy of the company, PQP and Project HSE Management Plan, and adhere to legal & statutory requirements
* Initiate and undertake actions to prevent the occurrence of construction non-conformity
* Work with consultant on resolving constructability challenges, establishing test and inspection matrices, and compiling work-packs that detail all construction activities
* Prepare, track & monitor project budget, plan and schedule, procurement schedule, and subcontract packages
* Conduct and chair the Design Review/Progress meeting at regular intervals, and validate detailed designs
* Attend the internal review meeting to appraise the progress and bottlenecks, if any, in the project’s execution program
* Follow up the progress of the work, and ensure that the construction works meet best quality standards and performance
* Supporting project's stakeholders in obtaining all required permits and NOC’s from concerned authorities (DEWA, DU, EHS, JAFZA, etc) including their validity/expiry dates; by liaising with the authorities
* Validate variations with Contracts Department and prepare Technical Recommendation for higher management decision

Projects Delivered

* Construction of GIS Building in 132/33 KV Sumail Grid Station - 490,000 RO “Civil Budget”
* Construction of Saraya Bandar 33/11 KV Substation - 475,000 RO “CIVIL BUDGET”
* Construction of 33/11 KV Substation in Heel at Dhakhiliya Governorate - 380,000 RO “Civil Budget”
* Construction of 33/11 KV Substation in Birkat Al-Mooz at Dhakhiliya Governorate - 340,000 RO “CIVIL BUDGET”
* Construction of 33/11 KV Substation in Firq, Nizwa at Dhakhiliya Governorate - 340,000 RO “CIVIL BUDGET”
* RO Plant “300 Cubic Meter/Day” at Sail Village - 450,000 RO “Civil Budget”
* Marate RO Plant “300 Cubic Meter/Day” - 670,000 RO “ Civil Budget”

Achievements

* Established the fully functional Civil Department from scratch
* Developed Real estate investment business in the company

**Head of Construction | Al-Rawaj International Trading & Contracting LLC – Muscat, Oman Jan 2007 – Nov 2011**

Job Profile

* Closely follow up and coordinate with all disciplines involved in the tender preparation process, preparation of Method Statements, Risk Analysis, compilation of Tender particulars and documents, etc., while using estimation program and analyzing tenders
* Review contract documents and assists with procurement, pre-bid conferences, and evaluations
* Institute and lead workshops and brainstorming sessions to find procurement alternatives and constructability solutions
* Advise the Employer on the risks aspects and assessed the impact of changes
* Develop post contract construction budgets and cash flow projection based on project scope and the associated costs
* Prepare and freeze project planning and budget document in consultation with project managers and other departmental heads
* Develop schedules, identify and evaluate alternative solutions to best meet program goal
* Ensure assigned projects are completed within budgets and schedules while meeting client needs, and business objectives
* Monitor progress against plan & budget, provide financial control, and ensure quality and contractual compliance
* Track and monitor project manpower and resources for optimum utilization to raise bar of resources productivity and efficiency
* Oversee the pre-qualification and bid evaluation process for subcontractors, and key vendors
* Liaise with external authorities and regulatory agencies as required to ensure that projects comply with all applicable regulations
* Develop and accomplish detail engineering & construction programs, work plans, procurement plans, and schedule milestones
* Monitor subcontractors’ work for compliance with schedule, budget, quality, safety, contract agreement
* Resolve field construction problems in coordination with engineering staff, third parties, and other agencies as necessary
* Coordinate with client/stakeholders, attend progress meetings, develops status reports, and deliver presentations as required
* Implement project policies and procedures, and recommend policy and procedure improvements whenever required
* Support in negotiation with client regarding changes to design, construction work scope, and schedules
* Monitor claims, suggests ways to mitigate cost and time impacts, and assist in catch up scheduling in case of delays
* Support safety vision of the company and manage compliance with all safety rules, policies, and procedures; and own accountability for overall safety performance of the project
* Supervise overall MEP construction activities through the stages of installation, testing, pre-commissioning, and commissioning
* Support project's stakeholders in obtaining all required permits and NOC’s from concerned authorities, including their validity/expiry dates; by liaising with the authorities
* Validate variations with Contracts Department and prepare Technical Recommendation for higher management decision

**Projects Delivered (for PDO Oman)**

* Extension of Offices and Mosque at Bahja PDO – 600, 000 RO
* 20 Men Accommodation at Bahja PDO – 739, 000 RO
* The Water Treatment Plant Build at Thayfut PDO– 120,000 RO
* Office Building for Steinweg Sohar Port - 1.900.000 RO
* Civil Works for Main Power Station at Duqum Phase 1&2 - 2,149,000 RO
* Al-Nawras technical building at Baushar - 1.465,000 R.O.
* Com. Res. Building at Al-Khuwair - 3, 680,000 RO
* Com. Residential Building at CBD Area – 1, 248,000 RO
* The Training Hall and Civil Maintenance at Al-Ghubra Power and Desalination Plant – 113,000 RO

**Achievements**

* Start the company from scratch and built construction machinery pool worth 1.5 Million OR
* Registered annual turnover exceeding 16 Million OR in a span of 4 years
* Positioned the Company in Oman construction market with Excellent Grade

Previous Experience

**Project Manager (on exit) | Khalil Al-Khalili & Brothers LLC – Muscat, Oman Jun 1993 – May 2007**

* Handled contracts, construction and materials approvals for projects under company’s portfolio
* Administered Carpentry Division for furniture and wood works; volume of work - 350,000 Omani Rials
* Looked after all aspects of maintenance for a property comprising 40 Villas, 4-Multi Stories Buildings, Egyptian School, Mazoun College, Philippine School and American British Academy

**Site Manager / Supervisor Engineer | Mazoon Est. for Gen. Trade & Cont., Muscat, Oman Apr'91 to Jun'93**

**Project Engineer | Arab Contractors/Osman Ahmed Osman - Alexandria, Egypt Feb’87 – Apr’91**

**Civil Engineer Conscript - Civil and Marine Projects | Marine Forces – Alexandria, Egypt Oct’85 – Dec’86**

**Struct Design Engineer (Part Time) | Dr. Mahmoud A. Helmy Consulting Office, Alexandria, EgyptFeb’86 – Jul’89**

Credentials

**Education**

B.Sc. (Civil Engineering), Alexandria University 1985

**Professional Development**

* General Program for Civil & Architectural Engineers (ACTI)
* Management Development Course (ACTI)
* H.S.E. Induction for Senior Position- National Training Institute (N.T.I.)
* H2S for Senior Position - National Training Institute (N.T.I.)
* Seminar - THE BIG 5 2012: BUILDING ON SOLID FOUNDATIONS (Dubai, U.A.E.)
* Seminar - MHD 2014: Solar Cells Power Development (Muscat, Sultanate of Oman)
* Seminar - Abu Mather 2015: Solutions in RCC Building Repairing (Muscat, Sultanate of Oman)

**Computer Proficiency**

* MS Office, MS Project

Personal Particulars

* **Date of Birth:** June 15, 1962
* **Languages Known:** Arabic, English
* **Nationality:** Egyptian
* **Location Preference:** Oman