**Mohamed**

[**Mohamed.363262@2freemail.com**](mailto:Mohamed.363262@2freemail.com)

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**Personal statement and objective :**

Profit – oriented civil engineer, adopting Agile mindset, certified (PMP), member of (PMI) with 23 years of extensive experience in the fields of contracting, consultancy engineering services and real estate development. Consistently identifies and accelerates strategic measures to improve performance with sustained operational results. Forges long-lasting client and business partner relationships to mutually benefit all parties.

Looking for a challenging new role where a combination of (discipline, commitment, knowledge, gained expertise, integration and personal features) would be essential, position where client facing, long working hours and obstacles would be highly anticipated.

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**Areas of expertise :**

* Portfolio management, Program management, Project management and (PMO).
* Methodology definition, metrics definition, process development and improvement.
* resource management, schedule/cost/scope management, risk management, stakeholder management, communications, project integration and reporting.
* Strategic planning/analysis, feasibility studies and Projects' finance solutions.
* Budget management, cost-v profit (CVP) analysis and funding limits reconciliation.
* Relationship and team building, conflict management, effective decision making, influencing, communication skills, emotional intelligence and leadership.
* Contracts' negotiations, selection criteria, bidding doc.,(RFQ) and vendors analysis.
* Working to deadlines under diversified kinds of pressure.
* Problems identification and solving, flexible and positive thinking.
* Proficiency in all areas of Microsoft Office.

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**Professional experience :**

**Head of Project management department 2009 – 2016**

Alaren holding company – Riyadh – Saudi Arabia

**Key achievements and responsibilities :**

* Increasing of company's turnover from 82 M (2008) to 1.2 B (2015).
* Performed planning and feasibility studies of proposed projects then negotiated them with clients and investors which led to winning of 440m worth projects.
* Managing resources, cost, time and quality of ongoing projects.
* Change control, risk management, stakeholders and communication management.
* Review and modifying of contracts (terms, conditions and cost).
* Negotiate prices with subcontractors and Vendors (locally and abroad).
* Performing (CVR), (EVA), (KPIs), forecasts and cost control measures to generate earlier cost reduction solutions and increase portfolio profitability.

**Credit risk review officer 2008 – 2009**

Arab National Bank ( Projects finance section ) – Riyadh – Saudi Arabia

**Key achievements and responsibilities :**

* Executed and successfully completed more than 40 case study for the sake of either renewal of facilities or/and financing of new projects.
* Preparation of comprehensive study of Contracting Companies' technical status.
* Analysing of selected projects' progress, budget control, sufficiency and efficiency of technical stuff, adequacy of equipments and material and overall site performance.

**Consultant engineer 2004 – 2008**

Alrabiah Consulting Engineers – Dammam – Saudi Arabia

**Key achievements and responsibilities :**

* Built an excellent relationship with client and successfully managed project of the rehabilitation of Berths 21&22 and the north bridge in King Fahad Industrial Port in Yanbu, which led to winning another two projects in the port ( fire fighting and potable water systems installation and CCTV network).
* Review, modify and approval of (RFI, MRFI, Quantity sheets, Payment applications).
* Preparation of weekly and monthly reports and S-Curves.
* Continuous meetings with client.
* Site supervision, quality control, testing and commissioning.

**Projects manager and owner 1995 - 2004**

Alnajihi Contracting – Zaqaziq – Egypt

**Key achievements and responsibilities :**

* Winning and completion of 30 new and repair & rehabilitation projects ( residential, commercial and hospitality).
* Responsible for the preparation of bidding, documentation, equipment & material supply, invoices & payment applications and procurement.
* Clients and consultants engineer facing.
* Site supervision, inspections, quality control, testing and commissioning.

**Project engineer 1994 - 1995**

Zamil Steel (North Africa Branch) – Cairo – Egypt

**Key achievements and responsibilities :**

* Winning of 3 new factories erectile and 2 serials of warehouses.
* Conduct preliminary meeting with clients to better understand of their requirements.
* Preparation of technical and commercial proposals and negotiate/modify with clients
* Periodic site visits to confirm the compliance with time/cost/quality agreements.

Note: I have completed my 13 months compulsory service in the Egyptian army (July 1993 – August 1994).

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**Education:**

Bachelor of engineering, Civil engineering – University of Zaqaziq – Egypt – 1993

Makkah high school – Saudi Arabia – 1987

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**Personal interests :**

Psychology & sociology, fitness & nutrition, travelling & meditation, perfumes & music.

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**Languages :**

Arabic – Mother tongue

English – Expert ( writing and verbal )