ABDUL

 Abdul.369320@2freemail.com

# COMMERCIAL HEAD

Dynamic, results-driven and self-motivated Manager with 10 years of experience overseeing construction projects and 20 years of experience overseeing commercial and contracting project management for more than 300 projects. Excellent demonstrated ability to manage operations, including performance, profit and loss, compliance, and communication in supporting delivery team on all commercial aspects of projects. Skilled in leading all types of construction projects, including roads, bridges/viaducts, underpass, infrastructures, soil improvements, asphalt works, buildings, MEP works, land development, service buildings, substations, treatment plants, foundations, pumping stations, piling & shoring, retaining wall, flagpoles, hard-scape, quay wall and storage tanks. Extensive knowledge and experience in claim & disputes. Proficient in recruiting, hiring, supervising and building high performing teams and maintaining a productive work environment. Capable, results orientated manager with experience of leading high performance teams and of successfully increasing efficiency and productivity whilst reducing costs and inefficiencies.

**Areas of Expertise**

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| * Leadership
* Operations Management
* Financial Management
* Business Management
 | * Contract Management
* Liaison
* Relationship Management
* Project Management
 | * Recruiting & Hiring
* Commercial Support
* Compliance
* Claim Management
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# PROFESSIONAL EXPERIENCE

1. **SHARJAH GENERAL CONT. CO. /AL MARWAN GENERAL CONT. CO, SHARJAH ; 1997 - PRESENT**

**COMMERCIAL DEPT. HEAD**

* Oversee all aspects of operations management, including performance, profit and loss, compliance, and communication.
* Direct project management for re-measurable, design & build, and company owned development projects with values of up to AED 884 Million.
* Deliver commercial support throughout contract delivery cycles, advising on project control variations and commercial considerations.
* Contribute to financial aspects of bids, particularly cost estimation.
* Coordinate administrative support to ensure that Confidentiality Agreement and Contracts & Agreements registers are properly maintained.
* Recruit, hire, train and build high performing teams and encourage and maintain a positive working environment.
* Serve as a liaison to and manage relationships with consultants and vendors.
* Achieve corporate revenue goals by planning and executing strategies to obtain profitable new opportunities.
* Give information on contractual matters, ensuring identification of standard and critical legal clauses

***Sample Projects:***

* Contract: 178/2013 – Construction of Fifth Industrial Square Upgrading Project (Sharjah)-4th Phase of PS10B Storm water Pumping Station & Rising Main from Sheikh Mohammed Bin Zayed Road to the Sea, Value: AED 181 million.
* Roads in Dubai Police Head Quarter Complex, at Al Awir, Dubai, Value: AED 40.5 Million
* Sewer and Irrigation truck main works connecting Jumeirah park and Al Furjan (Design and Build), Value: AED 70 Million
* Development of Residential cum Commercial area: 4.2 million sqm, - Juwaiza, Value: AED 480 million

**Achievements:**

- Successfully supplying commercial expertise for all ongoing projects from contractual correspondence to procurement, reports, cash flows, budgeting, FIDIC contracts compliance.
- Optimizing company costs which directly improved P/L.

- Improving the workflow and the personnel structures for all project sites

**2. MS STEEL CORPORATION December 1995 – December 1996**

**Construction Manager**

As a Construction Manager for design and construct office and work shop including cost estimation. Lead contract negotiations with contractor, monitor and report progress. Responsible for progress and performance measurement, change control and reporting, cost and schedule trending, and forecasting of project scope.

Value of Project: IRs. 4.9 Million

**3. RECONDO LIMITED April 1986 - November 1995**

**Progressed from Civil Engineer to Resident Engineer**

* Planed, organized, and managed the construction of houses, infrastructure, roads, canal and airports pavements.
* Evaluated, approved, and controlled all aspects of projects, including planning, engineering, site selection, and sub-contractor selection.  Negotiated agreements with sub-contractors, monitored performance, and oversaw performance.
* Reviewed and approved all requested capital purchases, including equipment, machinery, and supplies.  Carried out all procurement, ensuring compliance with local codes.
* Performed day-to-day work of project and team management, ensuring proper delivery of all services.  Managed project budgets.
* Developed and implemented policies and procedures that reduced expenses
* Provided project management on various capital improvement projects including design review, construction coordination, and project start-up.
* Involved in estimation, costing and tendering of Rigid Pavement, Hill Road development and treatment plant etc.

***Sample of Projects:***

* Construction of artificial Cooling Towers (Design & Build) of National Thermal Power, Ramagundam - A.P; Govt. of India; Value of Project: IRs. 105 Million
* Jambusar Branch Canal, Sardar Sarovar Narmada Nigam Ltd, Govt. of Gurjarat (India); Value of Project: IRs. 210 Million
* Runway Track of Domestic Air Port at Indore. Link - Road between Rau - Pitumpur at Indore (MP) of Infrastructure Leasing & Financial Services Ltd Mumbai (India); Value of Project: IRs. 160 Million
* Effluent Treatment Plant and Evaporation Pond Project of Modern Petrofils - Por, Baroda (India); Value of Project: IRs. 1 Million
* Construction of Row Houses, commercial Complex, Bungalows, and Development works of M/S B. A Patel – Ahmadabad (India); Value of Project: IRs. 40 Million

# EDUCATION&CERTIFICATION

Bachelor in Civil Engineering - University Of Mysore, P.E.S College Of Engineering, Mandya, India

Diploma in Business Administration - Sister Nivedita College – All India Education – Kolkata,India

Certificate in Dispute Management (CDM) from Indian Institute of Arbitration & Mediation (India), approved by the International Mediation Institute (IMI) at Hague, Netherlands

Advanced Diploma in Project Management from Project Performance Group, Australia, and course endorsed by Global Alliance for Project Performance Standards (GAPPS)

Certified Chartered Quantity Surveyor (CQS) from Institute of Professional Managers (IPM – USA), endorsed by High Authority Council for Arab Engineers (HACAE) and Knowledge and Human Development

Member of Chartered Institute of Buildings (MCIOB) as a Chartered Construction Manager (CCM): London (UK) – Membership Number: 2008273: Since January 2014.

Associate Member of Chartered Institute of Arbitration (AClArb), UK: Since January 2015. Membership no: 34359

Graduate Member of Institute of Civil Engineers, London (UK) – Membership No. 80855117

Student Member of Royal Institute of Chartered Surveyor (RICS); candidate no: 1282076

Member of Chartered Association of Building Engineers (C. Build E MCABE) – Membership Number – 11108318: Since September, 2015

Life Member of “Indian Institute of Arbitration & Mediation” from Cochin (India); Membership number: OM/INTL/0245, since March 2015.

Construction Estimator Certified (CEC) from Canadian Institute of Quantity Surveyors – Member ID # 252990, Since April 2014

Professional Engineer (PEng); MSPE from “The Society of Professional Engineers”, UK, Since September’ 2014; Membership No. A10683

Certified Member of Chartered Management Institute; UK, (CMgr MCMI) – Membership No. P04389848; Since June’ 2014

Member of Adjudication Society, UK, Membership No. 3258, Since January, 2015

Member of Project Management Institution (USA) – Membership Number: 2985460: Since January 2014

Member of Society of Engineers – United Arab Emirates; Membership No. 24118; Since 2012