



AHMED M. ABDELSALAM KAMALY

COMMERCIAL | CONTRACTS DIRECTOR - MBA

EXPERIENCE OVERVIEW:

- A holder of a Master’s Degree in Project Management and Business Administration with 21 years of diverse professional experience with leading regional and international Contracting and Consultancy Firms.
- Excellent Leadership personality with good interpersonal skills that can motivate and lead various teams from different backgrounds and nationalities directly to deliver with the highest standards and quality.
- Logical and methodical way of thinking to solve problems in a proactive, creative and innovative approach.
- Practical technical proficiency in all Commercial and Contractual aspects under both hats; Contractor and Consultant.
- Exposure to multi-disciplinary projects and understanding the complexities of modern large scale projects with various types; Healthcare, Residential, Retail, Hotels, Resorts, Administrative, Airports, Cinemas, Infrastructure, Roads, Landscape, and Tunnels.
- Excellent relational skills to build and maintain sustainable and fruitful long-term partnerships with business partners and key stakeholders.

OBJECTIVE:

Seeking a challenging opportunity where I can utilize my professional experience and interpersonal skills to achieve successful business goals.

PROFESSIONAL COMPETENCIES:

- Negotiation
- Estimation
- Contracts (FIDIC and bespoke)
- Arbitration | Mediation
- Claims | Dispute Resolution
- Correspondences
- Corporate Reporting

PERSONAL SKILLS:

- Leadership
- Teamwork
- Strong Communication
- Critical | Strategic Thinking
- Business Relations Sustainability

CONTACTS:

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LANGUAGES:

- Arabic (Native)
- English (Fluent; Spoken & Written)

PERSONAL INFORMATION:

Date of Birth: Aug 10th, 1979.
 Nationality: Egyptian.
 Marital Status: Married + 2 kids.
 Military Service Status: Exempted.

KEY RESPONSIBILITIES AND DUTIES:

As a Contractor:

Pre Contract	Post Contract	
<ul style="list-style-type: none"> • Commercial and Contractual procedures, polices and strategies. • Standard and bespoke contract forms. • Pricing & Bidding. • Negotiation. 	<ul style="list-style-type: none"> • Contract Administration. • Correspondences. • Valuations. • Claims, EOT, and Variations. • Cost control and revenue monitoring. • Cost Value Report CVR. • Cash Flow. 	<ul style="list-style-type: none"> • Final Accounts. • Quantity Surveying. • Procurement & Sub-contracting. • Bonds & Guarantees. • Bank Facilities & Letters of Credit. • Insurances & Taxes. • Corporate Reporting. • Risk Management.

As a Consultant:

Pre Contract	Post Contract
<ul style="list-style-type: none"> • Cost Management and Planning; estimate, analysis, value engineering and feasibility studies. • Manage bidding process. • Procurement strategy and planning. • Contracts. 	<ul style="list-style-type: none"> • Change Management; Claims, Variations & Disputes Resolution. • Value Engineering. • Budget & Cost Monitoring. • Valuations. • Negotiation. • Correspondences to Client, PM, other Consultants and Contractors.

LATEST ACHEIVEMENTS:

- 1- Contract Management Professional
Arab Center for Arbitration
EGYPT - 2021
- 2- Arbitration Expert
Arab Center for Arbitration
EGYPT - 2022

ONGOING DEVELOPMENT:

- 1- FIDIC ADJUDICATOR
Arab Center for Arbitration
EGYPT.
- 2- FIDIC Modules (0-6)
FIDIC Organization
SWITZERLAND.

FUTURE DEVELOPMENT AND CERTIFICATION PLAN:

- 1- Certified Contract Manager
FIDIC Organization
SWITZERLAND.
- 2- MRICS
Royal Institute of Chartered Surveyors
(RICS), UK.
- 3- CICCM
Certified International Commercial
Contracts Manager
(IPSCMI), USA.
- 4- CCP
Certified Cost Professional
Project Management Institute
(PMI), USA.
- 5- LL.M
Masters in Construction Law
Robert Gordon University
(RGU), UK.

TECHNICAL QUALIFICATIONS AND DEVELOPMENT:

- **Finance for Non-Financial Managers**
Major: Business Financial Management.
American Chamber of Commerce, EGYPT.
2022
- **Project Management Professional Course (PMI-PMP)**
Major: Project Management.
- **Risk Management Professional Course (PMI-RMP)**
Major: Risk Management for Construction Projects.
Project Champions Academy, KSA (Accredited by PMI)
2020
- **Dispute Resolution Boards Seminar**
Major: Dispute Resolution Boards role and effectiveness in FIDIC
Construction Contracts and Disputes.
Arab Academy for Science and Technology, EGYPT
2020
- **Contract Administration Competency Master Class**
Royal Institute of Chartered Surveyors (RICS), UK
2018
- **Master's Degree in Business Administration and Management (MBA - Project Management)**
Major: Project Budgeting, Procurement, Financial Control and Risk
Assessment & Mitigation.
MUST University, USA
2013
- **Project Planning and Control Techniques**
American University in Cairo, EGYPT
2009
- **Project Management Professional Course**
American Chamber of Commerce, EGYPT
2008
- **Bachelor of Science Degree in Engineering (Architecture)**
Cairo University, EGYPT
2001

PROFESSIONAL AFFILIATION:

- **Member of Saudi Association of Engineers**
SAUDI ARABIA
2012
- **Member of Egyptian Syndicate of Engineers**
EGYPT
2001

Sr./Sector Commercial Manager

Apr 2021 – Present

Sr. Commercial & Contracts Manager

Jul 2020 – Apr 2021

Sr. Commercial & Contracts Manager

Nov 2018 – Jun 2020

Commercial & Contracts Manager

Dec 2012 – Aug 2018

Managing Quantity Surveyor

Mar 2012 – Nov 2012

PROFESSIONAL EXPERIENCE:

HASSAN ALLAM CONSTRUCTION | EGYPT

Main Contractor (Egyptian)

Project/Location:

The New Presidential Palace, New Administrative Capital, Egypt.

A Sector of 4 projects constituting more than 30 contracts for a total value of EGP15Billion, where its major packages are for the Egyptian New Presidential Palace and its massive historical landscape on a total plot area of 600 acres.

Role:

Heading the Commercial Departments of the projects within the Sector, controlling the contractual and commercial performance of the projects, negotiating the projects' variations with the Client/Consultants, and reporting the Commercial & Financial Performance of the projects to the top management, while assuring the implementation of the company's policy, strategy, and system to achieved the targeted business goals.

SQUARE ENGINEERING FOR CONSTRUCTION | EGYPT

Main Contractor (Egyptian)

Project/Location: Head Office based.

Role: Managing all the Commercial, Contractual, Cost Control and Tendering aspects and teams of a Portfolio of 3 Projects in the New Capital comprising commercial, retail, residential and services buildings, in addition to a Grand Mosque and more than 200 private villas with a total value of circa. EGP 2 Bn.

ALPHA TRADING & CONTRACTING | EGYPT & POLAND

Main Contractor (Egyptian)

Project/Location: Head Office based.

Role: Leading the Commercial & Contracts Department, overlooking the contractual operation of the construction projects, and negotiating new construction contracts and financial/technical proposals in Egypt and Europe, in addition to setting the company's strategy, system, and goals.

AL-LATIFIA TRADING & CONTRACTING | KSA

Main Contractor (Saudi/Australian/UAE JV)

Project/Location:

King Fahad Medical City, Riyadh, KSA. A SAR 1.5 Bn Healthcare Complex Project consisting of 10 specialized buildings including a Proton Therapy Center which is the first of its kind in the MENA region and the 41st worldwide, in addition to a double storey underground tunnel & car parking. Overall built up area exceeds 230,000 m² serving 600 patient beds. Employer is Ministry of Health.

Role:

Reporting to the Project Director, appointed as the secretary of the JV Board, managing all commercial, contractual, accounting and procurement aspects of this prestigious landmark project, while heading a dept. of (10) employees.

AL-SHEHAB CONTRACTING | KSA

Main Contractor (Egyptian/Saudi)

Project/Location: Head Office based.

Role: A functional role reporting to the Operations Director, managing all commercial & contractual aspects of several projects in KSA for a value of SAR 560 Mn. Various Employers; National Guards, Ministry of Interior and Private Developers. My role extended to spearhead the tendering process of 7 Embassies of KSA in 7 African Countries in which I had to perform a detailed study of the market prices of those African Countries and the special process of supplying and exporting the finishing materials to these Countries.

Senior Quantity Surveyor

Dec 2010 – Feb 2012

Senior Quantity Surveyor

Feb 2010 – Nov 2010

Senior Quantity Surveyor

Senior Cost Estimator

Mar 2007 – Jan 2010

Senior Quantity Surveyor

Quantity Surveyor

Dec 2004 – Mar 2007

Junior Quantity Surveyor

Aug 2001 – Dec 2004

AL-FUTTAIM CARILLION FOR CONSTRUCTION | EGYPT

Main Contractor (British/UAE JV)

Project/Location:

CAIRO FESTIVAL CITY - Roads & Infrastructure Portfolio – New Cairo, Egypt. A EGP 1.4 Bn valued project owned by Al-Futtaim Group.

Role: Leading a team of 4 quantity surveyors reporting to the Commercial Manager while carrying out the commercial and contractual tasks for the roads, infrastructure networks, and tunnel.

GCC GLEEDS CONSTRUCTION CONSULTANCY | EGYPT

Cost Consultant (British)

Project/Location:

CAIRO FESTIVAL CITY - Residential Portfolio – New Cairo, Egypt. A residential compound (buildings & villas) owned by Al-Futtaim Group for EGP 800 Mn.

Role: Reporting to the Managing Director, provide the Client with the pre/post contract cost services, including cost estimation, value engineering, and reviewing the contractors' valuations, variations, and claims.

ECG ENGINEERING CONSULTANTS GROUP | EGYPT

Consultant (Egyptian)

Project/Location: (1 Year)

Rehab Residential City, New Cairo, Egypt. A Residential Complex consisting of 257 residential buildings and 320 villas of a value of EGP 1.5 Bn.

Role: Evaluate the works executed by the Contractor and supervise, review and approve its payment applications, contractual claims and variations, in addition to perform value engineering to minimize the cost in line with the project's requirements and quality standards.

Project/Location: (1 Year, 10 Months)

Head Office based. Various projects, such as; Mall of Arabia, Borg El-Arab Airport, Smart Village Office Buildings, Cairo Airport Terminal 3, Hofuf Mall (KSA), Cataract Aswan, Helnan Sheppard & Mena House Oberoi Hotels (Renovation) with a total value of EGP 3.5 Bn.

Role: Prepare cost estimates for more than 50 projects valued to circa. EGP 3.1 Bn. Supervise the preparation of tender documents, including bills of quantities. Evaluate the bidders' offers and prepare a comparison and a tender report for the Client and recommend the nominated Contractor.

SQUARE ENGINEERING FOR CONSTRUCTION | EGYPT

Main Contractor (Egyptian)

Project/Location: (10 Moths)

5 Luxurious Business and Residential Suites in the Four Seasons Nile Plaza Hotel with a total value of EGP 35 Mn.

Role: Perform all the commercial, contractual, and procurement tasks, from project's start till completion, in addition to participating in tendering process of other hotels & office buildings (total value of circa. EGP 200 Mn.)

Project/Location: (1 Year, 6 Months)

Head Office based reporting to the Commercial Director.

Role: 1- Following up on several projects by monitoring their Commercial outputs and finalize the subcontractors' payment applications.

2- Pricing and bidding for many projects including the Four Seasons Large Suites, ROTANA Offices at Cairo Nile Plaza, BEYMEN Mall at Cairo Nile Plaza Four Seasons Hotel, San Stefano Cinemas Complex (10 cinemas) and Al-Rehab Mall and Cinemas Complex of a total value of circa. EGP 100 Mn.

EMYCO MISR FOR REAL ESTATE & DEVELOPMENT | EGYPT

Developer & Main Contractor (Egyptian)

Project/Location:

Solimaneya Golf Resort, Cairo, Egypt. A Residential Golf Resort; more than 900 villas and 18 golf courses in addition to 2 specialized restaurants, a hotel and a hypermarket valued to EGP 5 Bn.

Role: Perform quantity surveying tasks, site progress follow-up, and payment certificates for the Subcontractors and suppliers.

<<< References will be furnished upon request >>>