



USSAMA FAWZY SAID ABDELBAKI

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OBJECTIVE

A dedicated, ambitious team leader seeking a challenging position in contracting field. A leadership role as **Tendering & Contracts Manager**, where I can contribute to the growth & development.

PROFILE

- **Assign the objective of the organization and achieving the vision through driving strategies and business development efforts, to ensure the companies vision, mission, and strategy, as well ensuring the mandate is successfully achieved.**

EDUCATION

M.Sc. degree in Structural Engineering, June 1998, Egypt – Mansoura University.

B.Sc., Structural Engineering, July 1992, Egypt; **Grade: "Very Good"**

- Major: Civil Engineering, **Grade: Excellent.**

Preparing Master of Business Administration (MBA), 2023.

CERTIFICATIONS

- **FIDIC Certified** (International Federation of Consulting Engineers).
- **Contracts Management Professional – CMP.**
- **Certified ARBITRATOR**, Gulf Area, Middle East.
- **Certified in Claims and Disputes** in constructions contracts.

CAPABILITIES

- Managing cost estimation department (Building, Infrastructure, roads, bridges, & PPP Projects).
- Strategic and logistic plan for bidding participations.
- Effective monitoring with executive reports of projects under bidding process for top management.
- Liaise effectively with Client representatives on commercial issues and, where required.
- Development of appropriate risk management controls to ensure adequate security and protection of assets.
- Experienced in value engineering.
- Professional negotiations with clients.
- Direct the Strategic planning and delivery of the corporate strategy, as well as the destination strategy to achieve its ambition, drive sustainable growth, and achieving the corporate operational excellence.
- Ensure latest thinking, innovations and technologies are incorporated to push boundaries around current thinking
- Oversee business development efforts to achieve long-term growth and profitability goals.
- Oversee search efforts for potential partners and investors, ensure viability and direct the establishment of agreements for selected opportunities.
- Ensure corrective actions are taken to mitigate deviations from annual plans and targets, and ensure update of business plans accordingly.
- Oversee the Business Unit's expenditures, budgeting process, tracking, and reporting.
- Setting out & Participate in the development of plans and support the directors of departments.
- Plans and executive programs approval after verification with the budget for implementation.
- Experienced in engineering fields (Building, hospitals, high rise building, roads, bridges, infrastructure, sewage and water divisions, railways, airports,....etc)

CAREER-RELATED EXPERIENCE

- 1- POSCO E&C SAUDI ARABIA (PECSA), (PIF Companies) ISO 9002 certified, KINGDOM OF SAUDI ARABIA, July 2020 till Present.**

Director of Departments (Tendering & Contracts.) (Head office) - Riyadh.

Goals:

- Transfer the Company work field to contain the infrastructure projects instead of building due to the shortage in labor (COVID-19 effects).
- Control and transfer the losses in the company and turn it into profits.
- Lead the Company arbitration cases, claims, and achieve the maximum benefits.

- 2- Al-Harbi Trading & contracting limited company, ISO 9002 certified, KINGDOM OF SAUDI ARABIA, September 2006 till June 2020.**

Vice Chief Executive Officer (Head office) - Riyadh.

Goals:

- Transfer the vision to have projects with ministries (Governor Client) due the benefits of receiving the income directly with the approval of the consultant at this duration.
- Transfer the main scope of work of the company to infrastructure to achieve the maximum benefits.
- Transfer the company to automated systems.

- 3- Ginza for Construction and Real Estate Development (an IGI Company), ISO 9002 certified, Egypt, April 1998 till August 2006.**

Deputy Manager Tendering Department & Senior Cost Estimator/Tenders (Head office).

- 4- KOLALY ENGINEERING.,ISO 9002 certified, Egypt, September 1994 till February 1998.**

Site Engineer.

Steel Rebar Factory, Phase (2) Rolling-Mill (2) & melt-shop J.V “Daniel-Italy.

International Connection between Egypt and Jordan “El-Naqub, and Taba substation” Consortium - ABB, Cogelex Alithom “Cegelec, Alcatel” and Kolaly Engineering.

SPECIAL SKILLS

Computer:

- Excellent Working Knowledge about ERP, SAP, ORACLE, CANDY.
- Very good Working with Microsoft Office.
- Good Working Knowledge of Sap90, Sap2000, and Cosmos/M Analysis Programs.

Languages:

- Very good in Spoken and Written English and Arabic (mother-tongue).

PERSONAL DATA

Date of Birth: April, 09,1970

Nationality: Egyptian

Marital Status: Married

REFERENCES FURNISHED UPON REQUEST.

SOME RECENT CERTIFICATES.





Academy

Certificate

In-House

This certificate is presented to
Ussama Fawzy Said Abdelbaki
for participating

FIDIC Module 2: Claims under FIDIC 1999 + 2017 update, FIDIC Module 3: Understanding DABs

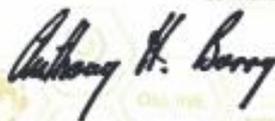
from 02 to 22 September 2021

Online

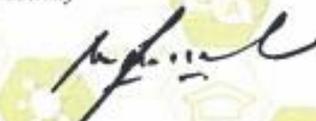
Conducted by Nabil Abbas

Provided by FIDIC

*This certificate attests to attendance and participation
in the above titled learning activity*



Anthony H. Barry
FIDIC President



Dr Nelson Ogunshakin OBE
FIDIC Chief Executive Officer

FIDIC-2021-04819



Certificate

In-House

This certificate is presented to
Ussama Fawzy Said Abdelbaki
for participating

**FIDIC Module 4: Management and Administration of
FIDIC Contracts, FIDIC Module 5: Conditions of
Contract for EPC/Turnkey Projects**

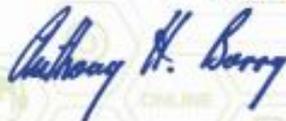
20 October 2021 to 28 November 2021

Online

Conducted by Nabil Abbas

Provided by FIDIC

*This certificate attests to attendance and participation
in the above titled learning activity*



Anthony H. Barry
FIDIC President



Dr Nelson Ogunshakin OBE
FIDIC Chief Executive Officer

FIDIC-2022-05811