

Mohammad Alaqqad

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Contracts and Commercial Manager

Result-oriented professional holding a master's degree in management, **PMP** and **CCP** certifications who can help organizations to achieve their goals in **Contracts & Commercial Management** with proven skills and experience in Contracts, Tendering and Estimation, Procurement, Quantity Surveying, Claims and Cost Management.

Preferred Location: United Arab Emirates UAE



Profile Summary

- Successfully managed and administrate **pre and post contracts** and commercial activities through full projects cycle starting from conception and initiation, planning, execution, performance / monitoring, and project close to ensure completion of project within the time & cost parameters and effective resource utilization to maximize output.
- Leading estimation and tendering.
- Responsibility of Review, evaluate all tender documents such as drawings, specification, and Bill of Quantity.
- Proficient in developing contracts and **procurement strategies**, negotiate contracts, prices, and terms of conditions with vendors, suppliers, subcontractors & contractors to meet projects budgets and cashflow.
- Proficient in writing, drafting, and reviewing LOI, LOA, NDA, Contracts agreements, change notices, and claims. (Familiar with **FIDIC** Contracts)
- Proven track record for dispute resolution management including **claims management**.
- Leading dispute resolution negotiations to ensure meeting the company commercial targets.
- Provided advice to project managers in the management of project **risks** and mitigation in line with company risk process
- Proven track record in identify commercial opportunities within the current contract to maximize/raise revenues.
- Proficient in managing internal stakeholders to develop end to end commercial proposals that drive value, leveraging the integrated capabilities of the organization
- Proven track record in establishing and implementing **cost control** systems to achieve project goals in terms of cost.
- Proficient in liaising between financial team and project team and accountability of **P&L**.
- Experience in creating and monitoring project team **KPI s**.
- Experience in **change management** by applying systematic approach to dealing with the transition or transformation of an organization's goals, processes, or technologies
- Skilled in responding to changing demands and capable of handling difficult activities that must be completed in a short period of time
- Leading a team of contract administrators, estimators, quantity surveyors and procurement officers to achieve the required integration of the above contracts and commercial tasks.

Education

- **Master** (Construction Management) from King Fahed University of Petroleum and Minerals -KFUPM / Saudi Arabia in 2018
- **B.E.** (Civil Engineering) from University of Jordan / Jordan" Faculty of Engineering" in 2014

Core Competencies

- Contracts Management
- Project Management
- Commercial Management
- **CESMM 3 / CESMM 4**
- Leadership management
- Change & Dispute Management
- Stakeholder Relationship Management
- **FIDIC**
- **Cost Management**
- Financial Management
- Procurement Management
- Tender Management

Projects and Client Experience

- Fit out, museums and exhibits projects
- Villas and Mixed-Use Developments
- Roads and Infrastructure
- Storm water drainage, sewerage, potable water, irrigation networks
- Waste Landfill Construction
- Railway Construction
- Marine pipeline and outfalls
- **ALDAR** Properties
- Ministry of Energy and Infrastructure – UAE
- Abu Dhabi Water and Electricity Authority ADWEA / ADDC
- Dubai Municipality & Abu Dhabi Municipality
- Abu Dhabi Sewerage Services Company- ADSSC
- Department of Culture and Tourism- Abu Dhabi
- Ministry of Climate Change and Environment
- The Abu Dhabi Waste Management Centre, **Tadweer**

Professional Experience

Aug'2022 with Empty SL , Dubai UAE as Contracts Manager

As a Contracts Manager, I am leading pre and post contracts administration activities for all company projects in UAE. Empty is an international construction company specialized in fit out, museums and exhibits construction projects.

Lead the administration of all company contracts, including drafting/review the contracts, initiating/ responding the contractual letters, evaluation of subcontractor's variation requests, claims and dispute management according to the agreements, laws, and company policy.

Responsible for defining the business risks/ opportunities and providing corrective actions to minimize the risk and maximize the benefits.

Aug'2018-Aug 2022 with ETHPE Contracting Company, Dubai UAE as Contracts and Commercial Specialist

Pre-Contract Activities:

- Leading bidding preparation and **cost estimation** from A to Z.
- Leading Review, evaluate all tender documents such as drawings, specification, and Bill of Quantity.
- Developing and responding to request for clarifications during the tender stage.
- Initiating the work packages and send inquires to suppliers and subcontractors for the same.
- Examining requirements and developing an inclusion/exclusion list, qualifications/assumptions/differences, and a responsibility matrix for RFP and contracts agreement.

Post-Contract Activities:

- Establishing, reviewing, and updating projects **budgets** based on company commercial strategy.
- Established a practical cost control system and implemented it for company projects (system is succeed)
- Procurement Management which includes the development of a procurement and contracting strategy, **negotiate contracts, prices**, and terms of conditions with suppliers & subcontractors to meet projects budgets and cashflow.
- Preparation, submission & tracking of all contracts change notices, claims & EOTs in coordination with planning engineers.
- General follow-up and review of monthly client invoices IPC and review subcontractors IPC as well.
- Claims and VO management from notification up to settlement.

General:

- Conduct site visits to verify progress and identify any potential and critical issues.
- Deep understanding of standard methods of measurement such as (CESSM / NRM/ POMIC / ...)
- Familiar with **FIDIC** forms of contracts and UAE government versions.
- Leading commercial tasks for **Multiple projects** from tendering (bidding) up to closure.
- Evaluating and oversee the development, implementation, and continuous improvement of a commercial and business development processes.
- Leading implementing organic growth strategy by assisting in ideation, business cases and development of final proposals for decision by respective committees and leadership
- Leasing with internal (Accounts, HR, ...) and external stakeholder (banks, insurance, ...) for integration of financial management of the projects.
- Lead commercial meetings and Client executive reporting on contractor and commercial status.

Feb'2014 - Aug'18 with Terna-Alomaier JV / Saudi Arabia acting Construction Manager

Key Result Areas:

- Execution of more than 20 million m3 of Embankments including cut/fill works, subgrade, sub-ballast for 100 km railway.
- Execution of roads and infrastructure utilities works including drainage and telecommunication networks.
- Participated in claims preparation and drafting under supervision of the contracts manager.
- Developed a cost control system and productivity record system for construction activities

Mar'13 - Feb'14 with Qarqash Residential Buildings Co. / Amman - Jordan as Site Engineer

Key Result Areas:

- Managed Daily follow up of site works

Certified Qualification and membership of International Professional Institutes

- Membership of **RICS** / UK in 2022. Preparing for **MRICS**.
- Certified Cost Professional (CCP)/from **AACE** International in 2020
- Registered Engineer / from Department of Municipalities and Transport -Abu Dhabi in 2020
- Project Management Professional (**PMP**)/ from PMI in 2018
- **Cost Management** - Understanding and System Implementation- Dubai 2019
- Key Performance Indicators / KPI Training / Dubai in 2019
- Safety Course / Dammam in 2017
- Primavera P6 / Amman in 2014
- Member of UAE Society of Engineers and Saudi Council of Engineers.

Personal Details

Date of Birth: 8th April 1991

Languages Known: Arabic, English

Address: Dubai - United Arab Emirates

Driving License: United Arab Emirates / Saudi Arabia / Jordan

Marital Status: Married

List of Projects

Project Name	Type of Project	Contract Type	Project Delivery Method	Project Value AED	Scope Value AED	Client	Role
National Zayed Museum – Abu Dhabi	Museum / Exhibition Fit Out Package 1	Lump Sum	Design and Build	1.35 billion	136 M	Department of Culture and Tourism	Contracts Manager
Noya Villas – Yas Island – Abu Dhabi	Villas development / Infra.	Lump Sum	Design and Build	1.05 billion	52 M	ALDAR Properties / Fibrex LLC	Commercial/ Contracts / Estimation
Riyadh City – Phase 7 – Abu Dhabi	Potable Water Network	Remeasured	D.B.B	700 M	27 M	ALDAR Properties / WBG	Commercial/ Contracts / Procurement
Riyadh City – Phase 4 – Abu Dhabi	Infrastructure / storm, sewer, PW, irrigation	Remeasured	D.B.B	924 M	105 M	ALDAR Properties / Nurol LLC	Commercial/ Estimation
Kalba Outfall - Phase 3 – UAE	Marine	Lump Sum	D.B.B	11 M	11 M	Ministry of Energy and Infrastructure	Commercial/ Procurement
Ajman Storm Water Network- UAE	Roads/ Infrastructure	Remeasured	D.B.B	32 M	32 M	Ministry of Energy and Infrastructure	Contracts/ Procurement
Rehabilitation of UAQ Landfill- UAE	Waste Landfill /Design and Build	Lump Sum	EPC	29 M	29 M	Ministry of Climate Change and Environment	Contracts
CTW 120 – Dammam, Saudi Arabia	Rail, Roads, and Bridges / EPC	Lump Sum	EPC	877 M	877 M	Saudi Railway (SAR)	PE then Act as CM