

Commercial Management Specialist with 20 years of experience. Possessing extensive knowledge of contract law and commercial regulations, contracts administration, and management till commercial close. with a proven track record of delivering successful outcomes for clients Expertise in controlling project cost and contract performance with a strong command of QS techniques, project management methodologies, FIDIC forms of contracts, engineering codes and standards, contractual dispute resolution, and arbitration processes. Working experience across multi-disciplinary building and infrastructure projects including site, technical office, and consultancy.

MOHAMED MAHMOUD DAIF. PMP, FIDIC, RICS

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Address: Western Region- Jeddah

Nationality: Egyptian

Education

- B.Sc Power Mechanical Engineering , 2004
- Primary Master Cairo University, 2006
- Chartered Member- MRICS On Progress

Certifications

- Royal Institution for Chartered Surveyors
 - Certified AssocRICS .
- Project Management Institute
 - Certified PMI-PMP .
- International Federation of Consulting Engineers-FIDIC
 - Practic Use of FIDIC Conditions of Contracts-Module 1
 - Claims and Disputes resolution under FIDIC contracts- Module 2
 - Understanding DABs- Module 3
 - Management and Administration of FIDIC Contracts- Module 4
 - Conditions of Contract for EPC/Turnkey Projects- Module 5

Experience

Commercial Manager

Employer: SAUDI BINLADIN GROUP - from Nov 2015 up to date

Project: HARAMAIN EXPANSION PROJECTS (+ 100 Billion SAR)

- Developing commercial strategies with company leadership to conduct risk assessments and maintain beneficial relationships with clients, suppliers, and other business partners. parallel to identifying new business
- Lead contract management activities including setting contract terms and conditions, renewal, change orders, cancelation, termination, and closeout procedures. for maximizing operational and financial performance and minimizing latent ambiguities and risks.
- Assist the Bid support team to bring commercial knowledge and best practice into bid preparation ensuring scope, conditions, payment terms, risks, and opportunities are effectively managed at the bid stage.
- Identifying potential claims, ensuring effective negotiation and settlement of claims and EOT with contractors, including the calculation of losses incurred through defaults on contractual obligations.
- Review/update all financial contract management activities including, reviewing invoices from subcontractors ensuring correct products or services were received at the expected quantity and cost.
- Prepare the company interim payment certificate for the client-MOF.
- Develop cost estimations for bidding, budgeting, and cost to complete.
- Lead QS team to Prepare BOQ & BOM for Billing and Procurement Dept.
- Analyze financial statements reports to evaluate working capital risks and revenue, providing good judgment and advice as required.
- Actively work with the legal team in negotiating any final settlements on contract terms with our clients and sub-consultants.
- Assess the impacts of design/construction changes and schedule slippages.

Cost Control Manager

Employer: SAF INNOVATIVE- from October 2014 up to Nov 2015

Project: Intercontinental 5-star Hotel (250 Million SAR)

- Prepare and establish the Cost Breakdown Structure and Budget Elements which describe the full structure to be used in the Cost Control System.
- Manage Projects Cost, including tracking budgets, variations, payments, and reporting budgetary information to the Company management.
- Control Tendering and procuring, including technical and commercial tender analysis, producing the tender report, and compiling contractual documents.
- Establishing the cost centers and cost codes for the Project.
- Preparation of Project cash flow forecasts and monthly updates.
- Dealing effectively with subcontracts cost variances and the change control processes, where applicable referring major changes to the management.
- Works with the company financial systems and processes.
- Valuing completed work and arranging for payments.

Courses

- Certified Cost Professional (**CCP**)
- Risk Management Professional (**PMI-RMP**)
- Earned value management -**EVM**
- **Lean** construction management.
- Principals of the procurement plan.
- Construction Projects - Cost Estimation
- **LEED** Green Associate
- Management & Communication Skills
- MS Excel for data Analysis

Skill Highlights

- Project management
- Knowledge of contract law
- Financial analysis
- Conflict resolution
- Cost Control
- Strategic planning
- Budgeting
- Strong decision maker
- Complex problem solver
- Organization and Leadership
- Communication (written & verbal)
- Risk management
- Teamwork
- Attention to detail
- Self- motivate and good Aptitude to learn

Languages

ARABIC – Native

ENGLISH – Excellent

Deputy Engineering Manager

Employer: PIONEER –LEADS – *from June 2012 up to October 2014*

Project: Haramain High Speed Railway Project–Makkah Station (3.2 billion SAR)

: King Fahad Medical City – Riyadh (2.3 billion SAR)

- Study projects document, specifications, and contract to allow putting the work plan and Estimated cost of the project.
- Draft the scope of the teams including the work stages deliverables, BIM requirements, and Site requirements as per time Schedule.
- Support feasibility studies with cost estimates, benchmarking, whole-life costing, and being able to articulate and document key cost drivers, constraints, risks, and cost reduction.
- Manage team to Study and price the new MEP tenders.
- Manage two teams in Saudi Arabia and Egypt to prepare all the Material submittals and shop drawing that site need on time.
- Review changes or deviations in design scope, material quantities, budget, or schedule, and assists particularly with defining the change, and obtaining accurate estimates of the hours involved.
- Coordinate work packages with the project manager and procurement.
- Evaluate the tenders reports in the bidding stage.
- Coordinate with all disciplines to make sure the work is fully coordinated and matching with the site situation
- provide technical assistance, direction, technical queries, details, and support during the construction and installation activities
- Manage and direct all works related to Value Engineering (VE) studies.
- Coordinate with the authorities about their requirements such as Civil defense, SEC, and Municipality.
- Ensuring that all information relating to projects and assets is accurately recorded and stored appropriately.
- Assist in establishing, measuring, and reporting the achievement of dept. goals and targets, KPIs, QA/QC procedures, and performance.

➤ **Mechanical Section Head (Consultant Office)**

Mohamed Harasani Architects – *from January 2011 up to June 2012*

- Al khair tower (office building)
- Prince Mishaal Ibn Abdul Aziz palace (Past Governor of Jeddah)
- New French school Embassy at Jeddah.
- New Jeddah Chamber of Commerce and Industry

➤ **Team Leader Technical Office**

SAUDI BINLADIN GROUP – *from 2008 to 2011*

- Increasing Mataf Capacity - IMC (Multi-Billion SAR)
- Public Service Center-Makkah (2.5 Billion SAR)
- King Abdulla Financial District – KAFD (30 Billion SAR)
- King Saud University –Riyadh (1.5 Billion SAR)
- King Abdul Aziz Endowment – Makkah – Clock Tower

➤ **Site Engineer** – *June 2004 up to Oct. 2008*

- Pullman Zamzam Hotel –Al Madinah Al Munawara
- Technology College – Jeddah
- Intercontinental Hotel
- Al-Salab Hospital – Cairo
- Fine Paper Factory Construction (industrial) - EGYPT