AHMAD ABDELMAGIED IBRAHIM

Senior Contracts Manager / Commercial Director | Project Management Professional - PMP®

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LinkedIn

Abu Dhabi, UAE

Nationality: Egyptian

Date of Birth: August 1st, 1980

Languages Known: Arabic and English

Core Competencies

Contract Lifecycle Management

Strategic Procurement

FIDIC Contracts Expertise

Vendor Negotiation & Management

Infrastructure Project Delivery

Risk Mitigation & Compliance

Tendering & Estimation

Cost Control & Budget Forecasting

Variation Order Analysis

Commercial & Legal Advisory

Operations & Maintenance (O&M)

Cross-Functional Coordination

Leadership & Technical Skills

- ⊕ Leadership & Team Management
- Emotional Intelligence & Interpersonal Skills
- Communication, Mentorship & Team Empowerment
- FIDIC Contracts & Regulatory Compliance
- Procurement & Contract Administration
- **Negotiation & Conflict Resolution**
- **Analytical Thinking & Decision** Support
- ✐ Stakeholder Relationship Management
- **Process Improvement & Risk** Mitigation
- ✐ ERP Systems: SAP & Oracle
- Microsoft Office Suite: MS Word, Excel, PowerPoint
- Communication Tools: E-mail, Social Media Platforms
- **Tracking Systems:** Correspondence Management System (CMS)

Profile Summary

Results-driven Contracts, Procurement, Commercial & Project Management professional with 22+ years of experience in the construction industry across government and private sectors. PMP® certified, with a Bachelor's in Architecture Engineering and a FIDIC Diploma in Contract Management. Proven track record in procurement, contract administration, and commercial management of large-scale infrastructure and O&M projects. Skilled in variation analysis, claims evaluation, cost control, vendor negotiations, and ensuring compliance with Contract Conditions and UAE regulations. Played a key role in advising senior management on cost efficiency, contract risks, and value engineering, while navigating complex stakeholder environments and driving outcomes that balance financial, technical, and operational goals. Well-regarded for strong leadership, a people-first management style, and high emotional intelligence, with a reputation for mentoring teams, fostering cross-functional collaboration, and ensuring alignment between execution commercial targets, and contractual obligation.

Career Timeline (Recent 5 organizations)

Sep'03 - Jan'05

Industrial Construction & Engineering

Company, Egypt

May'05 - Oct'05

Alfaraa Construction & Industrial Group, Al Ain, UAE

Nov'05 - Jun'09

Al-Muhairy General Contracting Company, UAE Jul'09 - Nov'18

Combined Group Contracting Co. (K.S.C.C), UAE

Dec'18 - Present

Abu Dhabi City Municipality, UAE



Work Experience

Abu Dhabi City Municipality, UAE | Dec'18 - Present Senior Procurement & Contracts Manager

- Serve as the commercial focal point for infrastructure contract management, advising executive leadership on procurement strategy, contract risks, and regulatory compliance.
- Act as a key contributor in high-level decision-making, preparing endorsement memorandums and analytical reports that support executive leadership in contract approvals, variation orders, and strategic procurement decisions.
- Oversaw and managed the procurement and contract administration of 455+ infrastructure and O&M projects across Abu Dhabi, including roads, bridges, and public realm initiatives, with a total value exceeding AED 15 billion, and approximately 110 contracts currently under active management valued at over AED 5.5 billion.
- Spearhead the drafting, execution, and lifecycle administration of construction contracts, ensuring alignment with strategic objectives and compliance with UAE regulations and FIDIC standards.
- Conduct comprehensive evaluations of 355+ Variation Orders, and claims ensuring contractual adherence and providing governance-aligned recommendations.
- Manage ongoing contracts through full lifecycle phases—from tendering and negotiation to implementation and close-out-ensuring timely, budget-conscious, and compliant project delivery.
- Θ Lead a team of 17 procurement professionals, driving efficiency, accountability, and continuous improvement in procurement processes.
- Maintain advanced tracking and reporting systems that provide real-time insights on contract status, risk indicators, and variation analysis.
- Θ Negotiate favorable terms with vendors during tender and variation stages, ensuring optimized outcomes and risk mitigation.
- Θ Present endorsement memorandums and reports to senior leadership, delivering actionable insights and strategic recommendations.
- Manage claim resolution processes with contractors and vendors, ensuring alignment with contract terms while protecting municipal interests.

Certifications & Professional Development

- PMP® Certified
- FIDIC Diploma in ContractManagement 2025
- FIDIC Module 1: Practical Use of FIDIC Conditions of Contracts – FIDIC Academy, Online (2023)
- FIDIC Module 2: Claims under FIDIC
 1999 + 2017 Update FIDIC
 Academy, Online (2023)
- FIDIC Module 3: Dispute
 Adjudication Boards duties and
 responsibilities FIDIC Academy,
 Online (2025)
- FIDIC Module 4: Management & Administration of FIDIC Contracts FIDIC Academy, Online (2024)
- PMI Professional in Business
 Analysis (PMI-PBA) Online (2025)
- Cost Control Techniques, Abu Dhabi (2018)
- Effective Project Control System for Engineering & Construction Projects
 – Dubai (2014)
- P6 Project Management Course –
 CMCS Oracle University, Dubai
 (2010)
- Internal Audit Training Course –
 Bureau Veritas, Abu Dhabi (2011)
- PMI Risk Management Professional
 (RPM) Cambridge Educational
 Institute, Dubai (2014)
- Orbit Consulting Principles into
 Practice Abu Dhabi (2014)
- Orbit Consulting Fire Marshal
 Training Abu Dhabi (2014)

S Education

Bachelor's Degree in ArchitectureEngineeringHelwan University, Egypt2003

Combined Group Contracting Co. (K.S.C.C), UAE | Jul'09 - Nov'18 Deputy Tendering & Estimation Manager, Infrastructure and Building Construction

- Spearheaded the preparation of over 450 high-value proposals for infrastructure, utilities, and building projects across the UAE, Oman, KSA, Bahrain, and Libya, resulting in the successful acquisition of 34 projects totaling AED 4.4 billion.
- Acted as the company's representative in pre-tender meetings, analyzing and interpreting client technical and commercial specifications to ensure precise and tailored proposal submissions.
- Directed a team of 15 Engineers & Quantity Surveyors in cost estimation, planning, & control activities, fostering high performance through strategic task delegation & continuous mentoring.
- Maintained strategic alliances with stakeholders including owners, consultants, suppliers, vendors, & regulatory authorities to strengthen collaboration & support project execution.
- Engineered efficient estimating methodologies and streamlined proposal preparation procedures to elevate accuracy, responsiveness, and consistency in tender documentation.
- Advised senior leadership on Bid / No-Bid decisions by assessing project risks, strategic fit, and financial viability, contributing to informed and profitable business choices.
- Orchestrated collaboration with operations and support divisions to formulate comprehensive Project Execution Plans (PEPs), aligning deliverables with procurement strategies, timelines, and contractual requirements.
- Oversaw the development and monitoring of budgets and schedules for awarded contracts, producing insightful cost and progress forecasts to drive informed project control.
- Managed departmental functions in CGC's Oman and Bahrain branches, finalized feasibility studies for major investments including asphalt plants and heavy equipment, and secured statutory classifications from municipal and transportation authorities across Abu Dhabi, Dubai, and Oman.

Al-Muhairy General Contracting Company, UAE | Nov'05 – Jun'09 Projects Planning Engineer & Office Engineer

- Prepared baseline project schedules, workflow logic charts, and financial cash flows to establish accurate planning and monitoring frameworks.
- Onducted monthly updates of project schedules to identify critical paths and potential delays, ensuring timely intervention and corrective actions.
- Calculated Earned Value (EV) and compared it with Planned Value (PV) to monitor project performance and cost variances effectively.
- Developed financial progress cash flows and manpower histograms to support resource allocation and budget tracking.
- Generated detailed weekly and monthly progress reports, organized project review meetings, and coordinated with clients and consultants—attending bi-monthly meetings with each consultant to align on deliverables.

PREVIOUS EXPERIENCE:

<u>Alfaraa Construction and Industrial Group, Al Ain, UAE | May'05 – Oct'05</u> Site Engineer, Construction

<u>Industrial Construction & Engineering Company (SIAC), Egypt | Sep'03 – Jan'05 Site Engineer, Construction</u>

Accomplishments

- Successfully executed 455+ infrastructure contracts while ensuring full regulatory compliance and improving project delivery timelines by 15-20%.
- Negotiated favorable vendor terms, resulting in cumulative project cost savings of approximately 10-15%.
- Designed and implemented an Excel-based contract tracking system that increased reporting efficiency by 15–20%, improving workflow coordination and departmental responsiveness.
- Delivered hands-on mentorship to the procurement team, enhancing capabilities & ownership, which accelerated procurement cycles & strengthened contract compliance.