

MOHAMMED ABDELRAHMAN

SENIOR CONTRACTS & CLAIMS ENGINEER

FIDIC Contracts Specialist • Claims & Dispute Avoidance • EPC Commercial Management

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EXECUTIVE SUMMARY

Contracts, Claims, and Commercial Management specialist with 13 years administering FIDIC-based EPC and EPCM contracts across oil & gas, petrochemical, and infrastructure mega-projects valued in excess of USD 1 billion, for clients including Technip Energies, ANOPC, Worley, and ENPPI. Built a verified track record negotiating contractual claims exceeding USD 77 million and delivering cost savings beyond EGP 100 million, consistently resolving high-value disputes — including a formal main-contractor Notice of Default — without escalation to arbitration. Holds PMP, ACI Arb, FIDIC Contracts Specialist credentials, and is a Certified Expert Witness in Construction Disputes (AITAC Canada & Arab Center for Arbitration), with MCI Arb in progress. Combines deep technical command of FIDIC Red Book 1999/2017, claims mechanics, and delay/disruption analysis with formal, certified negotiation training from Yale, UC Davis, UCL and the American Negotiation Institute — translating contractual entitlement into recovered value at the negotiating table, not just on paper.

CORE COMPETENCIES

- FIDIC Red Book contract administration (1999 & 2017 Editions) across EPC and EPCM structures
- Claims leadership: Extension of Time, Prolongation, Disruption, Variations, Force Majeure, Change in Law
- Notice of Default — preparation, rebuttal, and negotiated settlement without dispute escalation
- Dispute avoidance, DAB procedures, and contractual risk allocation
- Multi-party commercial negotiation across claims, subcontracts, and procurement
- Back-to-back subcontract administration and payment certification
- Cost control, cash-flow management, and quantity surveying (BOQ, Lump Sum, Cost Plus, SOR)
- Tendering, procurement, and vendor/subcontractor management

QUANTIFIED IMPACT

- USD 77M+ in claims negotiated — Led claims preparation and direct negotiation on an active USD 435M EPC subcontract, recovering entitlements exceeding USD 77 million across EOT, prolongation, Variations, Force Majeure, and Change in Law.
- Notice of Default resolved — Dismantled progress and workforce allegations through contemporaneous evidence and contractual argument, settling a formal main-contractor Notice of Default without escalation to dispute proceedings.
- Change in Law recovery secured — Identified a qualifying Change in Law event under Egyptian minimum wage legislation, built the substantiation package, and led recovery negotiations directly with the client's commercial team.
- EGP 80M+ in execution savings — Redesigned the Concrete Passive Fireproofing execution methodology with subcontractors and the client, delivering savings within the existing contract value.
- EGP 31M in penalties avoided — Prepared and negotiated EOT and cost variance claims that prevented EGP 31 million in delay liquidated damages across multiple projects.
- EGP 16M + USD 3.2M in procurement gains — Renegotiated subcontract and supplier pricing through competitive pressure and interest-based bargaining across multiple packages.

PROFESSIONAL EXPERIENCE

Project Commercial Manager

Jan 2025 – Jun 2026

PETROJET | Assiut, Egypt

Assiut Hydrocracking Complex (AHC) | Client/Main Contractor: ANOPC / Technip Energies | USD 1B combined EPC & Construction Subcontract | 10,000+ Workforce

- Served as the primary contractual interface between PETROJET, Technip Energies, and ANOPC, administering all contractual correspondence, formal notices, and claims across Civil, Mechanical, Piping, E&I, and HVAC disciplines to preserve time-bar entitlements.

- Led preparation, substantiation, and negotiation of contractual claims exceeding USD 77 million spanning Extension of Time, prolongation costs, Variations, Force Majeure, and Change in Law.
- Drafted and issued formal entitlement notices for qualifying Change in Law and Force Majeure events, substantiating cost and programme impact and leading recovery negotiations with the client.
- Prepared and negotiated a comprehensive formal rebuttal to a Notice of Default issued by Technip Energies, preserving the company's full contractual position without escalation to dispute proceedings.
- Directed cost control, supply chain optimisation, and stakeholder management; administered back-to-back subcontract packages and oversaw interim payment certification and cash-flow reporting.

Lead Project Engineer — Commercial & Contracts

2024 – Jan 2025

PETROJET | Assiut, Egypt

Assiut Hydrocracking Complex (AHC) | Client/Main Contractor: ANOPC / Technip Energies | USD 435M | 650,000 m² | 9 Project Areas

- Directed quantity surveying, scope verification, and commercial assessment across all nine project areas, establishing the commercial baseline for claims substantiation and change order management.
- Authored a comprehensive Commercial and Contractual Assessment Report documenting entitlements, cost deviations, and schedule impacts arising from Site Instructions across all disciplines.
- Identified and administered Variation Events with timely formal submissions; directed subcontractor procurement negotiations, achieving a 15% reduction in project expenses.

Senior Technical Office Engineer — Contracts & Commercial

2020 – 2024

PETROJET | Assiut, Egypt

Assiut Hydrocracking Complex — Balance of Plant (BOP) | Client: ANOPC | USD 520M | Utility Structures, Residential Complexes, Treatment Plants, Road Networks

- Directed construction of utility structures, residential complexes, treatment plants, and road networks; coordinated regulatory compliance with ANOPC across safety and environmental milestones.
- Administered subcontract agreements for civil and utility packages, negotiating terms that achieved a 12% reduction in contract cost and EGP 16 million in renegotiated supplier savings.
- Prepared and negotiated price adjustment claims and change orders exceeding EGP 6 million; restructured the Concrete Passive Fireproofing methodology for savings beyond EGP 80 million.
- Led a material optimisation initiative cutting steel and concrete waste by over 50%, and implemented a site recycling system generating EGP 13 million in recovered material value.
- Reviewed engineering drawings and specifications for contractual scope alignment, cutting rework by 35%; supervised and mentored a team of 12 engineers in commercial and contractual functions.

Technical Office Engineer — Engineering & Commercial

2016 – 2020

PETROJET | Egypt

Tertiary Wastewater Treatment Plant, Edfu (EGP 298M, 14,000 m³/day) | Residential District R3, New Administrative Capital (EGP 775M, 36 Buildings, 1,008 Apartments)

- Supervised construction and commissioning of a 14,000 m³/day wastewater treatment plant; coordinated procurement and site teams to minimise delay exposure on material delivery.
- Prepared and settled an Extension of Time claim that prevented EGP 5 million in delay penalties, while reducing project expenses by 15% through subcontractor performance analysis.
- Managed full commercial scope on a 1,008-apartment residential project — contract administration, payment certification, budget forecasting, and invoicing — delivering ahead of schedule.
- Secured USD 3.2 million in procurement savings across multiple packages through structured vendor negotiation and material optimisation.

Site and Technical Office Engineer

2015 – 2016

Modern Concrete for Contracting | Egypt

Lagoon Beach Hotel Foundation Repair, Marsa Alam (EGP 10M) | Porto Sharm Landscape Construction, Sharm El-Sheikh (EGP 20M)

- Supervised repair and retrofitting of deteriorated substructures; renegotiated execution methodology, cutting scaffolding costs by 50%, and prepared invoicing and as-built documentation.
- Led a 50-person team across hardscape and landscape construction, ensuring full adherence to project specifications and quality standards.

OTHER PROFESSIONAL ACTIVITY

Project Management & Contracts Instructor 2021 – Present
Freelance | Egypt & Saudi Arabia

- Deliver technical training in FIDIC contract administration, EPC claims management, Extension of Time, cost control, and negotiation strategy via the Saudi Council of Engineers, EGPC-affiliated companies, and Egyptian universities.
- Arabic Language AI Trainer (NLP Specialist) 2024 – Present
Outlier | Remote
- Fine-tune large language models in Modern Standard and dialectal Arabic, providing linguistic and contextual feedback to enhance reasoning, translation, and comprehension performance.

EDUCATION

Bachelor of Science in Civil Engineering (BSc) 2008 – 2013
Cairo University, Egypt

Engineering Contract Management Diploma (ECMD) 2025 – 2026
Arab Center for Arbitration, Egypt

PROFESSIONAL CERTIFICATIONS

- Project Management Professional (PMP) — Project Management Institute (PMI), Cert. #3378057, valid through Nov 2028
- Associate (ACIArb) — Chartered Institute of Arbitrators, Member ID 6219036, valid through Dec 2026
- Expert Witness — AITAC Canada & Arab Center For Arbitration–2026
- FIDIC Contracts Specialist (FCS) — Project Management & Arbitration (PMA), 2024–2025
- Negotiations Associate (NCN-A) — NCI, 2022
- Supply Chain & Procurement Professional (Foundations) — CSCMP, Nov 2024
- Six Sigma Yellow Belt (SSYB) — SSGI, Sep 2022
- Scrum Fundamentals Certified (SFC) — SCRUMstudy, Sep 2022

SKILLS & TOOLS

Contract Frameworks: FIDIC Red Book (1999 & 2017), EPC/EPCM, Back-to-Back Subcontracts, Lump Sum, BOQ, Cost Plus, Schedule of Rates

Claims & Commercial: Extension of Time, Prolongation, Disruption, Force Majeure, Change in Law, Variations, Quantum Analysis, DAB Procedures, Payment Certification

Negotiation: Multi-party commercial negotiation, principled and interest-based bargaining, claims settlement — certified by Yale, American Negotiation Institute, UC Davis, UCL

Software: SAP ERP, MS Project, AutoCAD, Microsoft Office Suite

Languages: Arabic (Native) | English (Professional Working Proficiency, EF SET C2, IELTS C1)