



Wael M. Sami Khalifa

Construction and
Development Expert

Evaluative Mediator

Contact

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Skills

New Market Entry

Decision-Making

Critical Thinking

Contract Negotiation

Mediation

Dispute Resolution

Internal Audit

Internal investigations

Change management

Languages

English Advanced

Arabic Native

Spanish Intermediate

A built environment and contracts professional with more than 30 years of experience specialized in companies' general management, new market entries, development, internal audit, and technical / commercial scope management.

Accredited Evaluative Mediator by RICS (UK), and Member of the Chartered Institute of Arbitrators CI Arb (UK).

Work history

Managing Director

AFAC United Contracting

2025 – 2026

- Managed doubling the company's offers acceptance rate by enhancing tendering proposals and messages to Clients.
- Lead the successful handing over of two of the biggest projects in the company's history (SAR 1.5 B)
- Designed and launched organizational development and digitalization plans.

Group Head of Technical Internal Audit, Senior Manager

Hassan Allam Holding

2020 - 2025

- Supported aggressive and diversified business growth plans (USD 2 to 6 B, in five years) by identifying and eliminating risks, improving internal controls and ensuring efficiency of all technical and operational departments / subsidiaries.

Chief Business Development Officer

United Engineering for Construction (Palmhills subsidiary)

2017 - 2019

- Built management capacities of all departments focusing on innovation, which resulted in 250 % revenue growth in two years.
- Sealed and managed successful strategic cooperation agreements with international business partners that resulted in a significant improvement of operations and recorded of clients' satisfaction.

Board Member

Arabian company for concrete roads (Hassan Allam – Cemex)

2014 - 2017

- Managed projects of 1M SQM of concrete pavement in highways tarmacs.
- Negotiated and finalized contracts with Egyptian governmental entities, in which the company recorded excellent margins upon completion.
- Organized processes workflows that ensured successful delivery of services.

Projects Director

Hassan Allam Holding - Power Investments

2015 - 2017

- Established a Special Purpose Vehicles (SPV) formed to develop various power generation projects, starting with:
 - PV Plant of 50MW, part of 2GW Solar PV Park in Southern Egypt.
 - 2250MW (CCPP) under the BOO terms, in Nile Delta.
- Negotiated, finalized, and managed agreements with international consultants, advisors, contractors, technology providers, and governmental entities.

Commercial Director and Board Member

Hassan Allam Roads and Bridges

2014 - 2015

- Established and managed all departments' processes workflow maintaining tight budgets of starting while building equipment capacities of USD 200 M.
- Negotiated and managed consultants and subcontractors' contracts to complete projects of 200 KM of new Asphalt roads and river crossing bridges.

General Manager

Hassan Allam Saudi Construction

2012 - 2014

- Registered and managed the prequalification of the company with notable clients such as Aramco, Sabic, NPC, and SEC.
- Lead pre-award contracts negotiations, risk evaluations, and pricing decisions, in addition to prime contracts' administration during projects' lifetime.
- Drove business growth (SAR 0 to 300 M) while leading operations with strategic vision maintaining healthy clients' relationship.
- Negotiated final accounts settlement and resolved disputes.

Technical Manager

Hassan Allam Buildings (UCC)

2008 - 2012

- Leveraged the company's undertaking of eight Prime contracts, including five FIDIC contracts, meeting the standards required by mega regional real estate developers such as Emaar, Palm Hills and Sodic.
- Managed claims and amicable contracts closing of selected projects following a major unforeseen event.
- Achieved the company's commercial targets by supervising estimation, engineering, contracts, and procurement until projects handing over.

Contracts & Procurement Manager

Saudi Binladen Group, RPD

2005 - 2008

- Managed the company's execution of special nature projects undertaking the full scope of contracts and procurement management, for numerous Strategic High-end projects, including royal terminals, palaces, and restricted areas seasonal fast track projects.
- Managed final settlements, disputes resolution, and closing of agreements.

Subcontracts & Procurement Manager

CCC/Hassan Allam Joint Venture

2002 - 2003 & 2004 - 2005

- Hired and managed subcontractors for the execution of Nubaria 3x750 MW CCPP. & Cairo North 2x750 MW CCPP ensuring compliance with technical specifications.
- Lead a group of five engineers in preparing purchase orders, material status reports, comparative analysis, and recommendations for management.

Sr. Contracts & Procurement Engineer

HYUNDAI Engineering and Construction

1999 - 2002 & 2003 - 2004

- Selected, evaluated, and managed suppliers and subcontractors that met the high standards the Four Seasons Hotel Project at Nile Plaza, while maintaining the world-known tight budgeting of a South Korean giant contractor.

Education

B. Sc. in Architectural Engineering - Ain Shams University

Accomplishments

- Managed **Five** new market entries and establishments of subsidiaries (Hassan Allam holding).
- Managed and defended claims, and resolved disputes
- Designed and lead a major company transformation plan (UECC)
- Diversified a professional portfolio in buildings, Power, infrastructure, and specialized services.