

Samer Sidaoui

Managing Director

Contact

Al Sulaimaniyyah District,
Riyadh, KSA
+966533305933
sam.sidaoui@gmail.com

Education

Executive Master – Business Administration

University of Balamand
North gov, Lebanon
2020-2022

Bachelor of Engineering in Telecommunications

University of New South Wales
Sydney, Australia
2004-2008

Key Skills

Project Management
Team Mentoring &
Development
Recruitment
Communication
Leadership
Problem Solving
Team Management
Exceptional Soft Skills
Critical Thinking

Profile

A proven commercial and operations executive with over 17 years of progressive experience in the MEP construction and contracting industry across Australia and the Kingdom of Saudi Arabia. Currently serving as Managing Director – Commercial Services at Motion MEP, leading strategic growth initiatives, commercial operations, and major project integrations across multiple business units. Demonstrates strong leadership in contract administration, business development, and cross-functional team management. Known for a results-driven mindset, sharp decision-making, and the ability to drive operational efficiency and profitability in high-stakes, fast-paced environments.

Experience

Motion MEP, Riyadh KSA

Managing Director – Commercial | March 2024 - Present

- Overseeing the strategic growth and commercial leadership of Motion MEP across its three core business units: Turnkey MEP Execution, Technical MEP Services, and Commercial Services
- Managing the commercial delivery and integration of high-value projects exceeding SAR 200 million, with a focus on profitability, operational excellence, and client satisfaction.
- Leading organizational transformation initiatives by implementing standardized governance frameworks, streamlined operational workflows, and robust executive reporting mechanisms.
- Working in close partnership with the CEO and Board of Directors to position Motion MEP as a premier provider of specialized MEP contracting services in the Saudi market.

Al Fayhaa Construction & Contracting, Riyadh KSA

Operations Manager | April 2020 – March 2024

- Led and managed a high-performing department of project managers, driving the successful execution of a diverse portfolio of MEP projects. Delivered projects exceeding SAR 150 million in value, consistently meeting deadlines and quality benchmarks.
- Collaborated with executive leadership to implement

Other Qualifications

Languages:

Arabic (Native)

English (Proficient)

Associations:

Member of Saudi Council of Engineers, KSA – 2012

Member of Engineers Australia - 2008

Nationality

Australia

contract management protocols, contributing to a sustained 16% annual improvement in on-time, on-budget project completions (based on internal KPIs).

- o Directed all aspects of project operations, including engineering, procurement, planning, and quality assurance. Led cross-functional coordination that resulted in a 7% increase in operational efficiency, primarily through optimized planning and resource allocation.
- o Maintained full accountability for stakeholder engagement, ensuring projects were delivered on schedule and within budget through proactive communication and risk management.
- o Cultivated and strengthened client relationships, resulting in increased wallet share and an average of 30% annual revenue growth.

Al Fayhaa Construction & Contracting, Riyadh KSA

Project Manager | February 2017 – April 2020

- o Oversaw and directed project performance, implementing robust monitoring systems to ensure alignment with key milestones.
- o Led comprehensive project risk assessments, proactively identifying challenges and deploying strategic mitigation plans to ensure project continuity and success.
- o Streamlined project reporting and documentation workflows, enhancing organizational efficiency, transparency, and compliance with internal and client requirements.
- o Consistently recognized for excellence in project management, delivering results through disciplined execution and effective leadership.

Al Fayhaa Construction & Contracting, Riyadh KSA

Construction Manager | October 2013 – January 2017

- o Led the execution of specialized laboratory fit-out projects, delivering high-precision environments with a focus on quality, compliance, and technical excellence.
- o Managed all electrical installation works with strict adherence to approved shop drawings, specifications, and baseline schedules, ensuring accuracy and on-time delivery.
- o Oversaw mechanical and finishing subcontractors, ensuring seamless coordination across trades and fostering efficient integration of all project components.
- o Coordinated closely with the Procurement team,

References

Available upon request

securing timely material deliveries aligned with approved submittals to maintain project momentum and uphold quality benchmarks.

Cap France BAT SA, Riyadh KSA

Electrical Project Engineer | July 2012 – October 2013

- Managed daily site activities and electrical installations in alignment with the approved project plan and baseline schedule.
- Ensured achievement of execution targets as defined by the Construction Manager, maintaining productivity and quality standards.
- Supervised manpower deployment and ensured availability and security of tools, equipment, and site resources to support uninterrupted workflow.
- Prepared and issued material requests based on approved submittals and shop drawing take-offs, ensuring timely procurement and installation readiness.

Downer Australia, New South Wales, Sydney, Australia

Electrical Site Engineer | October 2007 – June 2012

- Led all phases of electrical systems delivery, including initiation, planning, execution, monitoring, and close-out, ensuring full compliance with project scope, quality standards, and timelines.
- Executed high-current and low-current electrical systems in strict accordance with shop drawings, project specifications, and industry standards.
- Managed material procurement processes, applying strong negotiation skills to secure favorable terms from suppliers, optimizing cost and ensuring timely availability of critical project materials.
- Participated actively in internal and client-facing meetings, promoting clear communication, progress alignment, and collaborative problem-solving throughout the project lifecycle.

Certifications and Training

- **Certified Energy Manager (CEM)** #96134 - April 2019. The Association of Energy Engineers.
- **Project Management Professional (PMP)** #195774 – August 2016. Project Management Institute.