



Profile



Contracts & Commercial Management professional with 21+ years of experience with large-scale, complex infrastructure projects.

Proven record participating and managing contracts with a total value over \$1.2 billion. Extensive expertise in FIDIC, EPC frameworks, subcontracting, contract drafting, negotiation and manage different types of contracts, claims management, tendering, and project close-out.

Strong interpersonal, communication, negotiation, and analysis Skills, High ability to lead cross-cultural teams.

+20 1221196895
 +20 1221196895
 Egypt
ahmed.hawas@outlook.com
 <https://www.linkedin.com/in/ahmedhawas1>

Personal Details

Nationality : Egyptian
Home : Mansoura, Egypt
Date Of Birth : Sep. 19th, 1981
Marital Status : Married

languages

Arabic Native
English Highly proficient

Computer Skills

Excel 9/10
Word 9/10
Power Point 8/10

Skills

- Leadership & Team Management.
- FIDIC/EPC Contracts.
- Contract Management.
- Tendering & Procurement.
- Project Management.
- Negotiation & Communication.
- Claims & Disputes.
- Problem Solving.

Summary of Experience

- Since March 2017** ● **Deputy Manager – Projects Sector**
 Middle Delta Electricity Production Company
- Nov. 2010** ● **Commercial & Contract Manager**
- Feb. 2017 Doosan Heavy Industries & Construction
- Oct. 2008** ● **Assistant Branch Manager**
- March 2010 Cockerill Maintenance & Ingénierie
- Sep. 2006** ● **Assistant Site Manager**
- Sep. 2008 Škoda Praha
- March 2004** ● **Contract Specialist**
- August 2006 East Delta Electricity Production Company

Education & Certificates

- 2015** ● **MBA - Project Management Major**
 Cardiff Metropolitan University, UK
- 2010** ● **Postgraduate Diploma - Investment Management**
 Arab Academy Graduate School of Business, Egypt
- 2003** ● **Bachelor Degree of Commerce**
 Mansoura University, Egypt

WORK EXPERIENCE DETAILS

Since March 2017:

Position : Deputy Manager – Projects Sector
Employer : Middle Delta Electricity Production Company.

Duties & Responsibilities:

- Review and negotiate tender and contracts terms.
- Lead commercial evaluation of RFPs and developed detailed reports for management.
- Review of tender documents in respect of contractual matters and discrepancies and managing the closure of these matters.
- Leads and participates in commercial clarifications and resolution of contractual matters during the tender/procurement process.
- Represents the Employer at meetings with consultants & contractors relating to contracts and claims.
- Authorize and approve the payment of all submitted invoices by consultant and contractors.
- Attends Progress Meetings with Contractors and Consultants as required.
- Provides formal written reports on the Contracts and Procurement status to management.
- Any other duties as and when assigned.
- Manage commercial close out of projects.

From November 2010
To February 2017:

Position : Commercial & Contract Manager
Employer : Doosan Heavy Industries & Construction Co., Ltd
Projects : El Ain El Sokhna Supercritical Thermal Power Plant.

Duties & Responsibilities:

- Assist in preparation of tender documents, contracts and change orders to ensure compliance with company's contracts policies and procedures, and contract requirements.
- Assist with sub-contractor qualification and quotation reviews, and selection.
- Participate in negotiations with current and \or prospective customers, partners, contractors and subcontractors.
- Monitor contract performance and compliance in accordance with the contract terms and conditions, and ensure that all contractual matters including disputes and claims are resolved and properly communicated in order to protect the Company's interests and relationships.
- Managing logistics, customs clearance and track deliveries of shipments; including direct supervision of all the assigned freight agents (foreign and domestic), reviewing shipping documents, resolve arising problems, coordinating on time delivery of the shipments to project site.
- Manage invoicing cycle to clients, monitor accounts receivable against the planned budget, and following up the collection of receivables to maintain a strong cash flow position and efficient financial performance of the projects.
- Generate monthly management reports and maintain all necessary projects' commercial logs; ensure accurate and swift reporting communicated to the client and project management team.

- Manage issuance and retrieval of all commercial \ contract documents such as Insurance Certificates, Bonds, guarantees, letter of credits, and Warranty documentation.
- Manage commercial close out of the project.

**From October 2008
To March 2010:**

Position : Assistant Branch Manager
Employer : CMI (Cockerill Maintenance & Ingénierie) - Energy sector
Projects : New Talkha 750 M.W combined cycle project
El Kuriemat II 750 M.W combined cycle project
El Kuriemat III 750 M.W combined cycle project

Duties & Responsibilities:

- Assist in preparation of tender documents, contracts and change orders.
- Support and participate in bids, pre-award negotiations and contract kick off meetings with customers, consortium partners, and subcontractors.
- Assist in preparing projects meeting agendas and associated attachments as directed by the Branch Manager.
- Attend projects weekly meetings and take action for all contractual open items or claims.
- Review, assess and evaluate execution of the contract obligations on a regular basis and escalate any issues to the Branch Manager.
- Manage invoicing to clients, starting from invoice issuance until payment is collected and work collaboratively with departments for any necessary documents or needed action.
- Develop project commercial reports on a timely basis.
- Effective direction and coordination with all business partners and Agents (e.g. Banks, freight and custom clearance agents, suppliers... etc).
- Report and resolve commercial and contractual claims and inquiries raised by owner or consultant.
- Provide the project management with payments progress report.

**From September 2006
Till September 2008:**

Position : Assistant Site Manager
Employer : ŠKODA PRAHA
Projects : New Talkha 750 M.W combined cycle project
El Kuriemat II 750 M.W combined cycle project

Duties & Responsibilities:

- Follow up invoicing to clients, starting from invoice issuance until payment is collected.
- Deal with all tax authorities, governmental departments and bureaus.
- Effectively communicate with all business partners and Agents (e.g. Banks, freight and custom clearance agents, suppliers... etc).
- Report and resolve commercial or contractual claims raised by clients.
- Support project team on contractual matters.
- Provide the project management with payments progress report.

From March 2004
To August 2006:

Position : Contract Specialist
Employer : East Delta Electricity Production Company – Projects Sector.

Duties & Responsibilities:

- Participating in the preparation for the tender documents.
- Assisting in the financial analysis and commercial evaluation of the bidding companies.
- Reviewing all the invoices, bank guarantees, letters of credit, and any other financial documents to assure compliance with the contractual terms.
- Monitoring and reporting the updated balance of funds and loan balances.
- Generate the follow up reports of the project payments.