

Gopalakrishnavel D

Contracts Lead/ Commercial and Contract Professional

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Professional summary

Performance driven, commercially focused, and enthusiastic commercial and contract professional with 24+ years of experience working in Tendering for IT parks, Hospitals, Commercial Buildings, Factory Buildings and Airports including EPC Contracts, Commercial and Contract Management for leading complex contract negotiations, administering high-value agreements, and managing commercial operations including change order management, Subcontract billing and Procurement for large-scale construction and infrastructure projects across India and Middle East. I would like to work for an employer who is looking for talented, committed, dedicated, loyalty, forward-thinking & strategic problem-solving skills to help shape the future of the company.

Core Competencies & Expertise

- **Tender/Bid Evaluation**
 - **Commercial & Contract Strategy**
 - **Subcontract Management**
 - **Procurement**
 - **Change order Management**
 - **Method of Measurements (NRM/CESM/POMI)**
 - **Contracts Framework-FIDIC and Bespoke**
 - **KPI Tracking and Performance Monitoring**
 - **Stakeholder Collaboration, Team Management, and Communication**
 - **Contract Legal Compliance**
 - **Contracts Administration**
 - **Commercial risk analysis**
 - **Subcontract Closeout & Handover Management**
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Professional Experience

WORK HISTORY

L&T Construction, Larsen & Toubro Limited, Riyadh, KSA, ArRiyadh New Mobility (ANM) ANM JV Consist of We build, L&T & Nesma)

Project- EPC Contract of Riyadh Metro Project, (Line-3), comprising the 42 Km of stretch line along Al-Madina Al Munawara, Prince Saad bin Abdulrahman Al-Awwal Corridor stretch - Orange Line, featuring 22 Stations (2 Iconic), Park and Rides and 2 Depots.

Client: RCRC (Royal Commission of Riyadh)

Project Cost: 7.34 Bn USD

March 2021- Present

Commercial & Contract Lead, L&T Construction, Larsen & Toubro Limited, Riyadh, KSA (ANM JV -Webuild, L&T & Nesma)

- Managed both pre-contract and post-contract administration for standalone contracts, work orders, and service orders, ensuring compliance with project timelines, budgets, and quality standards.
- Manage the cradle-to-grave contract life cycle from understanding requirements, strategy development for commercial and contract management, negotiating, risk assessment, and implementing mitigation measures to optimize cost and disputes.
- Leading commercial negotiation and negotiating contracts terms conditions, scope of work, pricing structures, and risk assessment, ensuring alignment with legal and regulatory requirements.
- Developing and drafting the NDA, LOI/LOA, Agreements.
- Monitoring contract performance during the entire cycle of project and analyzing, identifying, any discrepancies, breaches, and risks and taking appropriate action including formal notification to ensure a satisfactory resolution.
- Risk assessment of contracts, analyzing potential contractual risks, co-ordinate and ensure that adequate indemnity, insurance covers and other mitigation measures are in place to protect the company's interest.
- Claims Management: Assessed the Subcontractor's time and cost-related claims and responded based on the management decision. Issued Amendment for the approved Extension of Time for Completion. Prepared and issued Settlement Agreements for the finalization of cost claims.
- Coordinated and provided support to head office and regional office teams during the end-to-end bidding process for projects across various regions of Saudi Arabia.

July 2014-February 2021

Subcontracts Administrator in Vendor Management Department, L&T Construction, Larsen & Toubro Limited, Riyadh, KSA (ANM JV -Webuild, L&T & Nesma)

- Contract Formation and Administration: Prepared and administered Subcontract Agreements for works including tunnelling, earthworks, piling, precast works, structural works, civil works, MEP, fire-fighting systems, and rail works.
- In addition, Managed the end-to-end procurement lifecycle, from the strategic issuance of Letters of Intent (LOI) to the final execution of diverse commercial agreements. Expertly drafted and negotiated Consultancy, Supply, and Transportation Agreements, alongside complex Equipment Rental and Corporate Housing Leases, ensuring all peripheral
- Reviewing packages and providing contractual and commercial guidance to adopt the best procurement routes and contracting models, and amendments to ensure clarity for requirements from scope, legal and commercial views.
- Formal contractual correspondence to subcontractors regarding delays, quality deficiencies, and safety breaches; directly reduced the company's liability and successfully mitigated in potential delay claims.
- Review, evaluation, and finalization of all kinds of claims- extra items, variations requests, field changes, addition/omission, extension of time (EOT) and engineering changes etc., and disputes in consultation with various stakeholders as per the contractual proviso.
- Manage subcontractor billing cycles, ensuring timely and correct invoicing with tax compliance, resolving complex billing issues, and ensuring compliance with financial regulations and company policies.

February 2011-July 2014

Assistant Manager, Tendering & Contracts, Buildings & Factories, Head Quarters, L&T Construction, Chennai, India.

- Strategic support and coordination with business development managers to find open tenders opportunities.
- Conduct a detailed review of the tender documents, including the Invitation to Tender (ITT) and Schedule of Prices / Bill of Quantities (BoQ), and coordinate with the Technical Department to obtain detailed technical inputs and reports for thorough analysis of specifications, scope, and compliance requirements.
- Prepared the salient features of the Projects tender for Management to take quote / no quote decision.

- Prepared and submitted Technical and Commercial Bid for the various types of tenders (Item Rate or measurable, EPC, Lumpsum & cost-Plus)
- Directed the Prequalification (PQ) process for major open tenders, meticulously preparing technical and commercial submissions that secured 'Qualified' status.
- Prepared Techno economic indices for the tender packages.
- Organize and obtain the site investigation reports for the Bid Evaluation.
- Prepared and coordinated for the various reports for the bidding finalization including schedules of construction program, invoicing, milestone events, plant machinery, staff requirement, labor requirement, materials requirement, specialized agencies, direct and indirect cost arriving, cashflow diagrams & risk assessment in coordination with finance and legal department.
- Obtaining approval from management for the tender finalization as per customer timeline.

February 2007 – 2011

Quantity Surveyor, change order Management, L&T Construction, Larsen & Toubro Limited, EPC Contract of Passenger Terminal Building & Piers

Project: EPC Contract of Passenger Terminal Building & Piers, Terminal-3, Delhi International Airport Project (DIAL).

Client: GMR Group

Project Cost: 1.7Bn USD

- Recognized and document the event or circumstance that necessitates a change to the original contract.
- Notified the owner or client and other relevant stakeholders (e.g., architect, project manager) in writing as soon as the need is identified, adhering to the specific timeframe requirements outlined in the contract to avoid losing the right to claim.
- Prepared detailed breakdown of new costs, including labor, materials, equipment, and overhead, specifying how the change affects the total contract price.
- Preparing Supporting Documentation with attach all relevant evidence, such as revised drawings, specifications, Quantity calculations.
- Engaged in discussion with the client/consultant to review the proposal, negotiate terms if necessary, and finalize the cost and time adjustments.
- Controlled and monitored quantities during the construction phase.

February 2002 – 2006

Site Engineer, Pudukkottai, Tamil Nadu, India

February 2001 – 2002

Site supervisor, Ramadoss Contractor, Pudukkottai, Tamil Nadu, India

- Overseeing execution of site works including finishing works to ensure works are performed as per the design drawings and procedures are followed and materials used conform to project specifications.
- Ensuring contractual compliance with the work performed and advise of corrective action required.
- Resource planning for ongoing work and coordinating with various depts. to meet daily resource requirements.
- Managing resources (manpower, material, and equipment) to achieve project completion within timeline.
- Generating BBS as per the drawing & considering minimum wastage of steel and implementing the same at site.

- Estimating quantities and cost of materials, equipment, or labor and assisting in procurement of materials and negotiation with Suppliers
 - To ensure implementation of quality policy and procedures
 - To participate in regular Project meetings between Management and Subcontractors to identify problems, and target dates.
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Education

Bachelor of Civil Engineering

Alagappa Chettiar Government College of Engineering & Technology, Karaikudi, India

Anna University – 2006

Diploma in Civil Engineering

Annamalai Polytechnic, Chettinad - 2001

Personal Skills

- Excellent decision-making, problem-solving, and analytical abilities.
 - Strong communication skills, both written and verbal.
 - Proven ability to thrive in dynamic, high-pressure environments.
 - Collaborative teamwork with a focus project success.
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Personal Information

- Nationality: Indian
- Dependents: Wife and 1 Children (Resident Iqama)
- Languages: English, Tamil, Hindi
- Saudi Driving License: Valid