

HASSAN ABDELFATAH

PROJECT CONTROLS UNIT
HEAD

CONTACT INFO



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Al Khobar, SA



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SKILLS

- **Commercial & Financial Management**
- Commercial Strategy & Execution | P&L & Budget Ownership | Tendering & Bid Pricing | Cost Control & Financial Oversight | Contract Management (FIDIC, International) | Risk Management & Mitigation | Cash Flow & Revenue Projections
- **Project Controls & Planning**
- Project Planning & Forecasting | Advanced Reporting Dashboards | Cost Coding Structures | Budgeting & Forecasting Tools
- **Systems & Tools**
- Oracle ERP (Implementation & Reporting) | CMAS AS-400 | MS Project
- **Leadership & Stakeholder Engagement**
- Cross-Functional Team Leadership | Stakeholder & Client Engagement | Strategic Commercial Leadership

LANGUAGES

- **Spanish**
Native
- **Arabic**
Native
- **English**
Native

PROFESSIONAL SUMMARY

Seasoned commercial executive with 30+ years of international experience leading commercial, financial, and contractual functions across large-scale infrastructure, construction, water, power, and oil & gas projects. Proven expertise in P&L ownership, cost control, contract management, and commercial strategy for high-value portfolios. Recognized for driving profitability, mitigating risk, and ensuring strong financial governance across complex project lifecycles. Extensive experience across GCC, Latin America, and Egypt, with strong capability in Oracle ERP, bid pricing, claims management, and executive negotiation.

EXPERIENCE

January 2025 - Present

Commercial & Cost Control Manager

Combined Group Contracting Co., Al Khobar, Saudi Arabia

- Provide end-to-end commercial leadership and cost governance for multiple large-scale infrastructure projects across Saudi Arabia, ensuring alignment with approved budgets and profitability targets.
- Lead commercial input into tendering and bid strategy, developing competitive yet margin-accretive pricing models for high-value projects.
- Perform detailed commercial and contractual risk assessments, advising executive leadership on optimal contract structures, risk allocation, and bid decisions.
- Own development and oversight of project budgets, cash flow forecasts, and financial KPIs, driving disciplined financial performance throughout the project lifecycle.
- Design and deploy standardized commercial reporting and performance dashboards, delivering real-time visibility into cost, revenue, margin, and resource utilization.
- Build, mentor, and lead project finance and cost control teams, improving operational efficiency, capability maturity, and consistency across projects.
- Act as the primary commercial interface with clients, subcontractors, and internal stakeholders, ensuring contractual compliance, proactive issue resolution, and effective dispute avoidance.

Key Achievements:

- Streamlined cost reporting and forecasting processes, reducing budget variance by 15% on early-stage projects.
- Contributed to successful tender submissions securing over SAR 500M in new projects.

December 2004 - December 2024

Cost Control Manager

Alghanim International, Kuwait

- Directed end-to-end commercial controls, cost governance, and financial oversight for multi-million-dollar infrastructure, construction, and power projects across Kuwait.
- Led enterprise-wide Oracle ERP implementation across the Construction Division, significantly enhancing financial transparency, reporting accuracy, audit traceability, and governance.
- Oversaw pricing strategy, bid development, and commercial evaluation for strategic tenders within the Construction and Power Divisions, supporting profitable growth and risk-balanced bids.
- Designed and implemented standardized project cost control, budgeting, and financial reporting frameworks to enable real-time executive decision-making.
- Managed project cash flow planning, revenue forecasting, cost analysis, and financial performance tracking throughout the full project lifecycle.
- Provided senior commercial leadership to project teams, ensuring alignment between financial controls, contractual obligations, and delivery milestones.
- Collaborated closely with executive management, project directors, clients, and subcontractors to manage commercial risk and support successful project outcomes.

Flagship Projects

- Led commercial oversight and cost control on over several mega projects, including Avenues Mall, Kuwait Cancer Center (EPC), Al Razi Hospital (EPC), Wafra Road Project, Az-Zour Refinery, Sabiya Power Project (EPC), Underground Pipe Works and various building facilities, Hessa District High Rise Buildings/Villas and Ali Al Salmi Air Base Project (EPC).

January 2004 - December 2004

Senior Project Planner

Siemens International, Egypt

- Developed, maintained, and controlled detailed project schedules for the Alexandria LNG project, aligning engineering, procurement, and construction activities with contractual milestones.
- Implemented proactive planning and early-warning mechanisms to identify schedule risks, enabling timely mitigation actions and minimizing potential project delays.
- Contributed to improved schedule reliability and execution discipline on a complex, large-scale energy infrastructure project.

January 2000 - December 2003

Cost Control & Planning Manager

ABB SUSA Inc., El Salvador & Ecuador

- Managed budgeting, forecasting, and financial governance for major airfield and military projects, including a US\$52M Ecuador airfield and US\$125M Comalapa Air Base expansion.
- Developed integrated project schedules aligning engineering, procurement, and construction across multinational teams, providing clear reporting to senior management for decision-making and risk mitigation.

January 1998 - January 2000

Project Control Manager

ABB SUSA Inc., Cairo, Egypt

- Led comprehensive cost control and financial management for the US AID New Office Building EPC project, ensuring adherence to budget and schedule.

January 1996 - January 1998

Project Control Manager

ABB SUSA Inc., Salalah, Oman

- Led cost control and planning for the US\$32M USAID-funded Salalah Waste Water Project, ensuring compliance with financial and reporting requirements.
- Managed budgeting, cash flow forecasting, and cost analysis to maintain financial discipline throughout the project lifecycle.
- Developed cost tracking and variance reporting to support project performance monitoring.
- Maintained accurate financial records using CMAS AS-400 and legacy systems, ensuring audit readiness.

January 1993 - January 1996

Technical Engineer/Cost Engineer

ABB SUSA Inc., Suez, Egypt

- Contributed construction and infrastructure works on early-stage projects including the Suez Waste Water Treatment Plant, assisting with site execution, technical coordination, and quality control activities.

EDUCATION

January 1988

B.Sc. in Civil Engineering

Cairo University

CERTIFICATIONS

- Advanced Project Management & Budgeting
- International Contracts & Commercial Management (FIDIC, etc.)
- Oracle ERP for Construction & Financial Reporting
- Microsoft Project & Integrated Cost Planning Tools
- Quality Control & Application of Modern Building Technologies

REFERENCES

References available upon request