

# SAMIR IBRAHIM

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## ESTIMATION & TENDERING | PROJECT MANAGEMENT PROFESSIONAL- CONSTRUCTION PROJECTS

Senior Construction professional Western & Eastern highly educated with varied exposure of over 21 years in estimation, tendering for business development, procurement & project management, value Engineering, contract management, Costing and Process Re-engineering for high valued projects ranging up to \$ 434 Million in Construction, Infrastructure and industrial projects.

- Exhibit strong Project Management skills including project scheduling & monitoring; articulate communicator, skillfully liaise with the Vendors & Customers; experience in executing tendering activities, preparing BOQ & technical specifications, bid documents for utilities infrastructure, high rise building (residential & commercial), industrial, water and waste water construction projects.
- Comprehensive understanding of the Middle East, USA, Europe and Central Asia markets enabling development of proposals with optimum costing to meet the requirements of project specifications & drawings.
- Understanding of all aspects governing Estimation and operational activities and up to date knowledge of latest technological advancements, regulations/ guidelines and statutory compliances in construction industry.
- Superior communication, interpersonal, organizational and team building skills with proficiency at grasping new technical concepts quickly & utilize the same in a productive manner. Strong team builder with proven ability to motivate team members towards achieving targets, successfully operating within culturally divergent areas.

**Technical Proficiency:** C.C.S software for estimation, PlanSwift for quantities take off, AutoCAD for project designing and Primavera P6 for project planning.

### CORE COMPETENCIES

- Construction Projects (MEP) buildings, infrastructure utilities & industrial projects
- Tender Documentations
- Quantity Surveying
- Bids/Proposals Management
- Risk / Opportunities
- Construction Material Procurement process
- Operation, Maintenance & Installation of Power transmission Equipment
- Quality Control Material & Production Inspection certified T.Q.M

### CAREER HIGHLIGHTS

Successfully bid & won the following projects with current employer:

- Client: Bunya Enterprises Contract Amount: \$ 316,739,137  
Reem Island – Sector 1 Infrastructure Works  
Project Duration :36 months
- Client: Tamouh Investments Contract Amount: \$36,126,102  
Reem Island – Sector 5 & 6 Infrastructure Works  
Project Duration :12 months
- Client: Meraas Development Contract No. 4002- Contract Amount \$ 32,710,597  
Design-Build - Hub-Zero Family Entertainment Centre  
Project Duration :12 months
- Client: Meraas Development Contract No. 4012- Contract Amount \$ 36,413,043  
City Walk - Early Site Works for Our Living Planet

- Project Duration: 15 months
- Client: Meraas Development Contract No. 4005- Contract Amount \$ 55,434,782  
Legoland Main Contractor Package 2 - Lego City, Create, Kingdom & BOH  
Project Duration: 18 months
- Client: Meraas Development Contract No. 4005- Contract Amount \$ 45,905,748  
Legoland Main Contractor Package3 - Construction of Adventure, Miniland and Factory Project Duration: 16 months
- Client: 60-004 Event Infrastructure Contract No. 60004- Contract Amount \$ 92,184,303  
Expo Dubai 2020 LLC  
Duration: 52 months
- Client: Abu Dhabi Airports Company (ADAC) Contract No. FJR.06.15.0554 - Contract Amount \$ 180,757,212  
Development of Runway, Taxiways, Systems, ATC Tower and Utilities Infrastructure Works for Al Fujairah International Airport Duration: 75 months
- Bay Square – \$US 434 M
- One Tower-\$54 M
- Vision Tower – \$US 122 M
- Dubai Police Headquarters
- Jumeirah Heights Frond B (Nakheel) – \$US 326 M
- Celestial Heights – \$US 94 M

### **ACCOMPLISHMENTS**

- Proposed using SRP instead of RC Pipes to the clients during project implementation at Orascom (OCI)-Contract International JV. The proposal was accepted by the clients as it reduced the cost of operations.
- Proposed Value Engineering considering the availability of materials, construction methods, transportation issues, site limitations or restrictions, planning and organization, cost, Profits, and so on. Benefits that can be delivered include a reduction in life cycle costs, improvement in quality, reduction of, environmental impacts and so on
- Streamlined processes, resulting in increase in production from 2000 to 3000 units/year at MCV. Successfully reduced scrap sheet metals from 4% to less than 1% (TQM).
- Implemented TQM for improving productivity at MCV. This enabled the firm to export its products across markets in the Middle East. Minimized repair cost & production losses on fuel tanks and pressure vessels.
- Successfully bid & won a US \$ 500 million infrastructure utility project using an alternate material during project execution, which provided immense benefits to the company by way of reducing time and more efficient resource utilization, which was acceptable to the client.

### **EMPLOYMENT HISTORY**

#### **Orsacom Contrack International JV, Abu Dhabi, UAE • 09/ 2009 to present** *MEP Proposals Manager*

Playing a significant role in the recommendation of Prospective Bids according to projects pre-qualifications. Evaluate pre-qualification of in terms of client requirement and preparation of technical bid based on Pre-Qualification criteria in tender document. Assume leadership role for internal estimating teams across multiple projects. Define priorities, goals and responsibilities. Provide well organized estimate detail with reasonable baseline unit pricing.

- Deftly forming bidding strategies by reviewing client’s requirement, deducing likely optimum & cost-effective project execution plans, analysis on resource availability, bidding partners, subcontractors, & competitors.
- Adept at sourcing potential vendors in compliance with the company policies and procedures; develop the vendors so as to get the supply of the materials at right time and at competitive prices and also satisfying the requirement of end users.
- Adroitly develop estimates of time duration, manpower, materials/equipment/supplies & related cost for engineering, fabrication, execution, transportation, Installation, hook-up, testing & commissioning as required for projects including breakup of estimates in Client’s pricing proforma. Identifying new contractors & vendors for supply & Erections

- Essentially carrying out comprehension and assimilation of contractual obligations, rights, and scope of work and engineer preparation of MOU's, Legal Drafting and other contractual documents.
- Coordinate training for new MEP estimators.

**Al Shafar General Contracting (ASCG), Abu Dhabi, UAE • 11/2007 - 08/2009**

*Senior E/M Estimation Team leader*

Reviewed project details with Management to determine to bid or no bid and develop overall bidding strategy for the projects assigned. Functioned as an effective point of contact with the client during pre and post submission stage. Supervised team of proposal coordinators & estimating professionals to work closely with all areas of management for engineering, procurement, subcontracting, construction, project management, contracts & accounts for preparation of detailed cost estimates & proposal documentation. Liaised with Project Management team when a bid is awarded.

- Provided detailed information to suppliers and sub contractors on scope of work, drawings, specifications, bills of quantity and conditions of contract.
- Managed records of meetings, correspondence and documents issued during tender process. Coordinated preparation of contract documents, pricing details and project budget.
- Provided assistance to project team for resolving budgetary problems and for specification interpretation. Assisted management in devising systems and procedures.

**Act Mechanical Inc, Mississauga, Ontario, Canada • 01/2005 - 10/2007**

*Mechanical Estimation Engineer*

Spearheaded efforts across as Estimation Engineer; handled Projects in building residential / commercial sectors, prepared price break-up and cost estimation for the project including materials, direct labor and all kind of indirect cost. Reviewed draft tender documents for ensuring systems, components, relevant discipline codes and standards of the tender are included.

- Coordinated with the client for clarifications and attending the client meetings to make the offer crystal clear to the clients; interacting with the suppliers/vendors clients to maintain & improve good business relationship.
- Compiled and presented specification documents to vendors for quotations of cost/price of materials and equipment. Assessed the same against tender specifications.
- Involve in planning of manpower & material required for ongoing & anticipated projects; performed re-engineering modifications as per customer specifications
- Reviewed draft tender documents for ensuring systems, components, relevant discipline codes and standards of the tender are included. Prepared tender cost summaries including equipment, materials and labor calculations for approval.

**AOK Markham, Ontario, Canada • 01/2000 - 01/2005**

*Production Engineer*

Meticulously looked after production activity in high precision sheet metal manufacturing unit; planned and controlled production process and direct efforts of workforce to maximize productivity.

- Employed quality control & formulated inspection standards/control techniques to ensure that the process adheres to set quality standards.
- Prepared and compiled monthly production report including delay analysis, root caused analysis and corrective and preventive action and forwarded it to Management.

**MCV Metal Industries, Cairo, Egypt • 01/1998 - 10/1999**

*Senior Q.C Engineer*

Responsible for checking of overall quality of the material stage wise, from raw material to final product for trailers, dampers & fuel tanks. Adhered to the various quality measures and functioning as an instrumental member for implementation of quality assurance methods. Implemented TQM in production lines.

- Streamlined processes, resulting in increase in production from 2000 to 3000 units/year at MCV. Successfully reduced scrap sheet metals from 4% to less than 1% (TQM).
- Implemented TQM for improving productivity which enabled the firm to export its products across markets in the Middle East. Minimized repair cost & production losses on fuel tanks and pressure vessels.
- Created forms and instructions for recording, evaluating and reporting quality data and precision of manufacturing equipments such as CNC press brake machines, sheering, drilling, spot & seam welding and plasma cutting machines.
- Gained hands on experience in machines and equipments of sheet metals manufacturing such as bress brake, sheering, drilling, plasma cutting, rolling and welding machines.

**Egyptian Electricity Authority, Cairo, Egypt • 09/ 1990 – 12/ 1997**  
*Senior Project Engineer*

Led efforts across monitoring the Electrical Network of North Cairo Region to maintain continuous feed of electricity and to achieve safe and normal operation and ensure continuous running of the substation and to try to assure equipment fault free operation inside the substations by maintaining equipment maintenance schedules.

- Established a routine maintenance schedule for ensuring all equipments perform under peak condition which reduced the failure for substation equipments by 60 %.
- Led a team of supervisors, foremen and workers for installation of equipments such as Transformers and HVAC Distribution Systems. Monitored voltage, current, and power transmitted on 500 kV, 220 KV and 66 KV lines and transformers.
- Carried out the preventive and routine maintenance according to the manufacturing manual and EEA regulations and ensured strict compliance of safety procedures.
- Handled repairs for Power transformers tap changers, Circuit breakers, disconnecter switches, Batteries and Multi stages, Air compressors, HVAC & CO2 Fire Fighting works etc.
- Reviewed existing systems & procedures and designed internal controls/quality audit checks for various operational areas for achieving higher operational efficiency, resource rationalization and cost reduction.

### **EDUCATION**

- **B. Sc Mechanical Engineering** • Ryerson University • Toronto, Canada
- **Post Graduate Diploma in Total Quality Management** • American University • Egypt
- **Post Graduate Diploma in HVAC** • Ain Shams University • Cairo, Egypt • 1997
- **B. Sc Mechanical Power Engineering** • Helwan university • Cairo, Egypt

### **PROFESSIONAL TRAININGS**

- Continuous Quality Improvement and Process Planning.
- Total Quality Management (TQM) and Pneumatic Circuits & Wiring Diagrams.
- High/Medium Voltage SF6 & Air Blast Circuit Breakers.
- CCS & RIB Estimation & Construction Software
- GE - Global Engineering & EPC Summit Seminar.

### **OTHER**

- Language Proficiency: English, Arabic & French Basic | Nationality: Canadian.