

Projects / Contracts / Commercial / Claims Manager**CC Eng., PhD, PMSc, (PMI-PMP)®, (PMI-RMP)® Certified Chartered Arbitrator (Fellowship -Ciarb)****®) Certified valuer (Affiliate Membership) Saudi Authority for Accredited Valuers (Taqeem).****Dr.Khaled Elsamam****Civil Engineering / Project Management / Contract/ Commercial Management****1. Summary of Capabilities and Experience**

Solid academic and technical education, I possess extensive professional experience in Project Management, specializing in Contract and Commercial Management across both the Private and Public Sectors. My expertise spans various industries, including Construction, Oil & Gas, and Energy. Over the course of 25 years, I have held key roles as Projects/Contracts/Sub-Contracts/Commercial Manager/Administrator, working with reputable EPC companies, large contracting organizations, main contractors, owners, and consultants. In these positions, I have been entrusted with the overall management of activities from project initiation to closure.

My skill set includes profound proficiency in evaluating tenders encompassing technical and financial aspects, as well as expertise in procurement and pre and post Contract Administration. I have a strong grasp of Cost Management, handling construction claims, managing variations, conducting negotiations, resolving disputes, and engaging in arbitration processes. Additionally, I possess comprehensive knowledge in reviewing payment statements, both monthly and final.

In my capacity, I have effectively managed issues related to General Court of Accounting Cases analysis Reports and correspondences. I am well-versed in the application of FIDIC Red, Yellow, Silver, and White Books, as well as the relevant laws and implementing regulations governing tender and procurement processes in Gulf Governments, particularly in Saudi Arabia. I am adept at demonstrating my understanding and ability to apply and manage the provisions outlined in FIDIC publications, ensuring efficient contract management throughout the project lifecycle.

In summary, my comprehensive academic background, extensive professional experience, and familiarity with industry standards and regulations position me as a highly qualified professional in Project Management, particularly in Contract and Commercial Management.

2. Biographical Data**Current Profession:** Contracts & Commercial Manager**Nationality:** Egyptian **Born:**1967**Languages:** Arabic /excellent - English / excellent**Current Location:** Jeddah / Saudi Arabia**Relocation:** Anywhere (International)**3. Contact Information****Name:** Khaled Abdelwahab El Saman Ibraheem**Address:** Saudi Arabia – Jeddah / Egypt - Hurghada**Tel:** KSA Tel. + 966543887907: **EGY** Tel. +201000062021 & + 201064200015**Email:** Khelsaman@hotmail.com & Khelsaman@gmail.com**LinkedIn profile:** www.linkedin.com/in/dr-khaled-e-413956a8**Ciarb Profile:** <https://www.ciarb.org/member-directory/profile/?id=1bd10d4e-a2b0-ee11-a569-0022481b5b6a>**4. Qualifications & Education (Personal Development)****P.Ph.D:** Project management - Cairo university 2025**MBA:** Master of Business Administration - Arab Academy for Management, and Financial Sciences (AAMBFS) (2020-2022)**P. MSc:** Construction management - Cairo university (2004 - 2007)**Diploma Degree:** Business Ethics & Code of Conduct Técnicas Reunidas institute June (2018).**Professional Diploma:** High Practical Research - Arbitration - Ain Shams university (2009)**BSc.:** Civil Engineering, Assiut University (1986 -1991)**5. Memberships (Certified and online)****Certified** PMI Project Management Professional (PMI-PMP)® (Project Management Institute)**Certified** PMI Risk Management Professional (PMI-RMP)® (Project Management Institute)**Certified** Consultant Engineer (CC Eng.), Egyptian Syndicate of Engineers**Certified** Arbitrator Ain Shams Arbitration Room**Certified** Occupational Safety and Health Administration (OSHA)**Certified** OPITO, the Offshore Petroleum Industry Training Organization (OPITO)

Membership Saudi Council of Engineers

Certified Chartered Arbitrator (CIArb) Membership (Fellowship 6115062) Chartered Institute of Arbitrators (CIArb) - International Programme in International Arbitration

Certified valuer (Affiliate Membership No1220003633) Saudi Authority for Accredited Valuers (تقييم - Taqeeem).

6 Experiential Profile / Notable Areas of expertise/Accomplishments

Project management, contract & Procurement management, and project control For Re-measure Contracts, Lump sum Contracts EPC contracts, Design Build Contracts for both offshore and onshore Locations

7 Depth of Experience (Industry)

25+ Years' Experience in Contracts Management & Project Control Processes.

17+ Years' Experience in Health, Educational and Infrastructure work facilities construction

08 + Years' Experience in oil and Gas facilities construction

8 Professional (Detail) Experience

8.1 Current Designation February. 2025 Up To now

8.1.1 Position: Contracts Manager

8.1.2 Company: WSP Company

8.1.3 Project Description:

Project Management and Construction supervision (PMC) of rainwater drainage program projects. Follow up on all work related to the rainwater drainage system in the city of Jeddah among all parties concerned in the projects, in addition to coordinating with other departments and entities on behalf of the Jeddah Municipality for all current and future projects of the rainwater drainage system in the city of Jeddah according to the contract documents.

8.1.4 Project Location: Jeddah - Saudi Arabia

8.1.5 Achievements:

Led Comprehensive Claims Management: Successfully managed contract claims and variation requests, ensuring timely assessment, documentation, and resolution in accordance with FIDIC principles and project-specific contract terms.

Secured Favorable Outcomes in Legal Disputes: Represented the project team in legal correspondence involving major disputes, resulting in favorable settlements in project savings and liability mitigation.

Streamlined Variation Order Process: Developed and implemented a variation tracking and approval protocol that reduced processing time and ensured alignment with contractual and regulatory frameworks.

Strengthened Audit Compliance: Prepared and submitted detailed replies to audit inquiries from internal and external entities, including the General Court of Audit, achieving 100% clearance rate with no financial penalties or findings.

Contract Risk Mitigation: Identified high-risk contract clauses during tender and post-award phases, advising on amendments that significantly reduced exposure to claims and disputes across infrastructure packages.

Enhanced Coordination with Municipality Legal and Financial Departments: Acted as the focal point for legal and commercial coordination with Jeddah Municipality, ensuring full contract lifecycle compliance and audit readiness.

Improved Documentation & Defensibility: Led the digitization of contractual correspondence and variation documentation, increasing traceability and improving legal defensibility in disputes and audit reviews.

8.2 Current Designation March 2020 Up To January 2025

8.2.1 Position: Contracts & Claims / Program Manager

8.2.2 Company: Worley Parsons Arabia Limited Company

8.2.3 Project Description:

Program Management Office (PMO) Jeddah Municipality, Coordination, and effective management of the Consultants with other Jeddah Municipality departments to perform the program, project, contract, administration, and technical management to monitor and control all the Storm Water Drainage programs.

8.2.4 Project Location: Jeddah - Saudi Arabia

8.2.5 Achievements:

Successfully managing construction contracts by reviewing, negotiating, and finalizing agreements with clients, subcontractors, and suppliers. This includes ensuring compliance with contract terms and conditions, identifying, and mitigating risks, and maintaining effective communication with all parties involved.

Handling construction claims arising from project delays, changes in scope, cost overruns, or other contract-related issues. This involves investigating and analyzing claims, assessing their validity, and working towards resolving disputes through negotiation, mediation, or alternative dispute resolution methods.

Proactively identifying and addressing potential issues that may lead to claims. This includes promoting effective communication and collaboration between project stakeholders, tracking, and documenting project changes, and ensuring compliance with contract requirements.

Successfully resolving construction disputes through negotiation, mediation, or arbitration. This requires a thorough understanding of contract law, construction regulations, and industry standards, as well as strong negotiation and conflict resolution skills.

Overseeing the administration of construction contracts throughout the project lifecycle. This includes managing contract documentation, ensuring compliance with contractual obligations, monitoring subcontractor performance, and facilitating timely payments.

8.3 Previous Designation Jan. 2019 to March. 2020

8.3.1 Position: Contracts & Commercial Manager

8.3.2 Company: Hill International (Middle East) Ltd.

8.3.3 Project Description:

Riyadh Sports boulevard - Royal Commission for Riyadh City (RCRC), Designed by Consortium (COEN - TYPSA- El DORADO)

8.3.4 Location: Riyadh - Saudi Arabia01

8.3.5 Achievements:

the achievements that highlight my ability to effectively manage construction contracts, mitigate risks, optimize costs, and ensure successful project outcomes while maintaining positive relationships with clients and stakeholders as the following.

Successfully negotiating favorable terms and conditions in construction contracts, resulting in improved project profitability and reduced risks for the organization.

Implementing cost control measures and strategies that led to cost savings and improved budget management throughout the duration of construction projects.

Effectively managing change orders by accurately assessing their impact on cost, schedule, and scope, and successfully negotiating equitable adjustments with clients and subcontractors.

Identifying potential risks in construction contracts and implementing proactive risk management strategies that minimized the organization's exposure to legal, financial, and operational risks.

Successfully handling construction claims and disputes through careful analysis, documentation, and negotiation, resulting in timely resolution and cost savings for the organization.

Implementing strategies to enhance project profitability, such as value engineering, cost-saving initiatives, and effective resource allocation.

Efficiently managing contract documentation, including change orders, payment requests, and project correspondence, ensuring accurate record-keeping and compliance with contractual obligations.

Demonstrating high levels of client satisfaction through effective communication, timely delivery, and successful resolution of issues, resulting in repeat business and positive referrals.

8.4 Previous Designation Feb.2016 To June 2018

8.4.1 Position: Contracts Manager

8.4.2 Company: AECOM Consulting Middle East Limited

8.4.3 Project Description:

NWC-National Water Company Taif-Technical support project

8.4.4 Location: Taif - Saudi Arabia

8.5 Previous Designation Feb. 2003 to Dec. 2006

8.5.1 Position: Sub-Contracts Manager

8.5.2 Company: Técnicas Reunidas group (TR) Client - ARAMCO International engineering and construction company for Oil and Gas, Refining and Petrochemicals and Power Generation

8.5.3 Project Description:

Jazan –Ras Tanura-Haradh - Refinery Fuels Project.

8.6 Previous Designation Jan 2015 to Nov. 2016

8.6.1 Position: Contracts & Commercial Manager

8.6.2 Company: (FAST Riyadh Metro consortium) FCC (Leader), Samsung, Strukton, FSA and Alstom as provider for automated driverless system, Client ADA -Riyadh Development Authority

8.6.3 Project Description:

Design and build for Riyadh Metro Project Lines 4, 5 and 6 of the metro. 64.6 km of rail track, 29.8 km of viaducts, 26.6 km of underground track and 8.2 km of over ground track - Project Amount: \$ 7.82 Billion.

8.7 Previous Designation Aug.2011 to Nov.2014

8.7.1 Position: Contracts & Claims Manager

8.7.2 Company: Saudi Oger Joint Venture

Client Saudi Railways Organization SRO, Ministry of Finance, and interior (Saudi Oger Ltd + Elseif Engineering Contracting + Astaldy Itila).

8.7.3 Project Description:

Haramain High Speed Railway Jeddah Station (Re-measure Price & Design Build - Amount 3.2 billion SAR), King Abdullah International Conference center Project in Jeddah (Lump-sum Contract including Design- Amount 5.2 billion SAR), Princess Noura University for Women in Riyadh (PNU) (Lump-sum Contract including Design- Amount 12.5 billion SAR), King Abdullah Bin Abdul-Aziz for development of Security Facilities (Re-measure Price Contract Amount 4.5 billion SAR).

8.8 Previous Designation June 2009 to July 2011

8.8.1 Position: Contract & Commercial Manager

8.8.2 Company: ESEC (El-SEIF Engineering Contracting)

8.8.3 Project Description:

MOI, Southern Border Housing Complex Jazan, Contract Amount SAR 6,525,000,000.00

8.9 Previous Designation Jan. 2007 to April 2009

8.9.1 Position: Projects Control Manager

8.9.2 Company: BERNARD international Consultant - Riyadh Municipality

8.9.3 Project Description:

Infrastructure projects of Storm Water Drainage & water Network - Contract amount \$ 620,550,000.00

8.10 Previous Designation Feb.1998 to Nov. 2002

8.10.1 Position: Sub- Contracts Manager

8.10.2 Company: Petrofac International Ltd., Client Zakum Development Company (ZADCO)

8.10.3 Project Description:

EPC Contract Services Facilities Infrastructure upper Zakum, Contract amount 650.00 million \$.

8.11 Previous Designation Oct.1991 to Dec .1997

8.11.1 Position: Project Control Engineer, Senior Project Control Engineer

8.11.2 Company: American institute of Research AIR Client USAID-United States Agency for International Development

8.11.3 Project Description:

Construction education and Health projects for different grade levels for Ministry of Education and Health in the capital and Governorates, Health, and Education Sectors Reform Program, 160 School & 120 Rural Health unit, Contract amount 200 million \$.

9 Skills and Trainings

9-1 Contracts Claims & Variations Individual Consultant

- Consultants Work Alaela for Construction (Real estate Development & Industries and Oil and Gas) A) Construction of Unit 18 Middle East Oil Refinery "MIDOR", B) Design and Build Burj Al Arab Mill Project - Design and Build Um Zghayo Silos Project, C) Design and Build Feed factory project - Design and Build Compound, New Administrative Capital
- PS: A) Egypt Combined Cycle Power Plant- EPC Consortium, B) AL-DIW - Simple Cycle Power Plant, C) ALMA Simple Cycle Power Plant
- Provide training for Contractors - Danish International Development Assistance, provide technical support to the community development associations (DANIDA)

9-2 Technical Training

- Computer Applications / the American University in Cairo / Advanced Primavera Planner
- Claim Digger software to compare between (Baseline and Revised file) by primavera
- Projects Feasibility - Engineering Projects Estimating
- Contract Management Course, Supply Chain Management course

9-3 Safety Training

- Construction Safety and Health - OSHA (Occupational Safety and Health – USA
- Disaster Site Worker (16-Hour) - Course # 7600 - OSHA - USA
- Hazardous Waste Operations and Emergency Response Standard 40- hours
- OPITO, the Offshore Petroleum Industry Training Organization (OPITO)

9-4 Advance Computer Skills

- Primavera Project Planner for Enterprise P6 R8.2 & MS Project 2013
- Primavera Contract Manager 14 & Primavera Cost Control & PM-Web Contractor
- Aconex-Share point –office 365 for Documents Control
- Digitalizing Contract Management Functions FIDIC Forms of Contract for Civil Works
- MSWord, MS Excel, using Pivot Tables, Financial Formulas, MS Power point and Access
- AutoCAD 2022 Advanced Knowledge of 2d-3d
- ERP Systems / Knowledge of SAP and Commercial Financial processes.

9-5 Contract & Commercial Skills and Expertise

- Ability to Evaluating risks and Contingencies
- Ability to Delay, Time Impact Analysis, Variations, Disputes and Legal compliance
- Ability to review, interpretation, Communication and Presentation, Effective writing for Contracts
- Ability to quantitative and qualitative research and analytical skills.
- Ability to rapidly develop and implement plans and processes on ongoing projects.
- Ability to Accomplishment of successful disputes and claims resolution.

9-6 Personal Skills and Abilities

- Ability to Write and oral communication skills plus contract analysis and interpretation.
- Ability to develop working relationship across multiple construction disciplines.
- Ability to do Need analysis, communication, and interface with internal and external stakeholders
- Ability to work collaboratively or independently & Adaptability

9-7 Technical & Expert Knowledge/Experience

- Ability to undertake negotiations with suppliers in the resolution of disputes.
- Ability to review, develop and implement guidelines and operating processes.
- Ability to work as part of a team to deliver project outcomes within specified parameters.
- Ability to identify improvement in processes to improve effectiveness and efficiency.
- Ability to work with governments Regulations, legal obligations, and Procurement policies
- Ability to identify opportunities for increased effectiveness based on technological developments.
- Ability to Comply with all Standards' Quality, Environment, Health, and Safety

10 References

All Documents, References and letters of recommendation are available up on request

Signature: Khaled Ibraheem Date **August 6, 2025**