



AbdelRahman Abdelaal

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Lead Commercial Manager

Strategic and resourceful business value creator with a range of experience in fast-paced project environment primarily as a consultant. Highly skilled in project commercial management and business performance. High academic qualifications with a bachelor's degree in civil engineering followed by a master's degree in business administration (MBA). Proactive management professional demonstrating strengths in budget management and a proven expertise in tracking project progress while scheduling optimisation resulting in substantial financial benefits to organisations. Skilled in leveraging business knowledge, strategic insight and sharp turnaround management skills for maximising revenues.

CORE COMPETENCIES

Strategic Planning and Recommendation ▪ Project Management ▪ Techno-Commercial / Contract Management ▪ Business Relationship Management (BRM) ▪ Corporate Business Planning ▪ Invoicing / Cost Estimating ▪ Resource Planning and Management ▪ Business Opportunity Assessments ▪ Feasibility Analysis ▪ Cash Flow Optimisation ▪ Cost Strategies and Procedures ▪ Budget Cost Analysis & Management ▪ Performance Management ▪ Risk Identification and Management ▪ Training and Development

KEY SKILLS

- **Commercial and Business Management** – Expertise in evaluating and interpreting commercial opportunities and risks. Responsible for ensuring / resolving performance issues of existing and new projects. Adept in identifying project performance issues such as budgeted costs, debt/cash flows and work in progress.
- **Project Control and Support** – Proficient in managing project controls and related practices. Skilled in overseeing financial health of the project by analysing costs, revenue, risks and pricing as well as identifying plan deviations and recommending solutions. Responsible for conducting project reviews including earned value of projects while ensuring physical percent completion is in line with the revenues recognized on company system.
- **Management and Financial Reporting** – Representing Business Unit by providing monthly financial reports, commitments and tasks for discussion in the monthly business review meetings in the presence of financial director, operations director, commercial director and managing director. Preparing monthly reports on performance and supporting business managers in achieving budget income.
- **Operational Cost Reduction** – Experience in monitoring performance and determining areas of improvement by developing key performance indicators for critical department metrics while analysing financial status of projects. Expertise in reviewing / analysing monthly staff utilisation, project time cost versus other non-project time categories as well as marketing, training and administration.
- **Business Relationship Management** – Skilled in building, maintaining and nurturing strong client and internal business relations conducive to business development. Utilising a consultative approach to effectively analyse and delineate client requirements. Showcasing significant versatility and a flair for adaptability while managing ever-changing client demands.
- **Team Player** – Energetic and self-motivated team player offering on time high performance under pressure within the competitive commercial environment while effectively aiding cumulative success of the team and ensuring organisational benefit.
- **Interpersonal and Communication Skills** – Excellent communicator with the ability to work under pressure in fast-paced, time-sensitive environments. Skilled in customer service management along with a strong ability to interact effectively with people of diverse nationalities, comfortable working in a multicultural setting.
- **Languages** – Arabic (Native) and English (Fluent).

KEY ACHIEVEMENTS ACROSS CAREER SPAN

- Lead Commercial Manager for T&I PPM projects. This includes key transport and infrastructure projects in the Middle East such as Riyadh Metro (JV), Jeddah Construction Supervision and Storm Water (JV's), Transport Planning & Mecca Metro in Saudi Arabia and Local Roads & Drainage projects in Qatar. The key achievements on these projects are improve commercial performance through maximise billings, ensure internal costs are correct and recognize revenues & maximize profits in line with the project and Business Unit monthly targets
- Lead change management process with project directors/managers
- Delivery of Business Unit annual budgets and quarterly forecasts
- Delivery of commercial trainings to various stakeholders
- Continuous engagement with management to improve the quality and efficiency of our cost centres in India
- Projects evaluations following three strategic acquisitions of Parsons Brinkerhoff, Mouchel and Louis Berger
- Successfully delivered consultancy services for the management for the supply of Treated Sewage Effluent (TSE) for irrigation purposes in Abu Dhabi Emirate. Client: Abu Dhabi Sewerage Services Company (ADSSC). Value of the project: AED 13.5M. With effective monitoring and management of the project commercials, achieved a cost saving of around AED1.5M (10%) through regular project reviews and assessment of the project percent completion and actual cost further releasing the amount as profit to increase the sector turnover and net profit
- Construction Supervision: Project worth of approx. AED 70 Million. Client: Abu Dhabi Sewerage Services Company (ADSSC). Reviewed the contract duration and ensured site staff members are being approved by the client at time of request. Monthly time sheets reviews to ensure correct billing, followed up on time extensions' variations and ensured all site costs are being recovered
- Internal Contracts: Reviewed work requests from other sectors and effectively liaised with the respective project managers to ensure they fully understand requirements while asking for a realistic price to ensure an overall competitive bid

CAREER HISTORY

WSP Australia

April 2023 – Present

Commercial Manager – Property and Building

Reporting to Head of Project Performance

My role is to support the business unit director across all the commercial, financial, and operational aspects of the projects as well as the business unit P/L.

WSP Middle East

Jan 2014 – March 2023

Lead Commercial Manager/Finance Business Partner - Transportation and Infrastructure (T&I)

Reporting to Head of Project Finance

Project Commercial Management:

- Manage monthly projects reviews to ensure appropriate revenue recognition and monitor projects' costs and budgets to achieve the desired targets
- Attend monthly JV Steering Committee meetings to discuss JV accounts and contract matters
- Manage sub-consultants' accounts including variations, invoices and payments
- Manage major projects set-ups in line with company system and procedures
- Manage the cost to complete forecast process and report the anticipated costs and the resource requirements
- Maximize project cash flows through highlighting invoicing opportunities and provide proactive support in the collection of outstanding invoices
- Maintain excellent working relationships with clients to ensure their expectations are met
- Coordinate with the Legal team in the preparation of agreements, addendums & claims and represent the company in client meetings on negotiations and other commercial matters

Business Unit Commercial, Finance & Operations:

- Administer Business Unit annual budgets and quarterly forecasts in accordance with agreed business plans and KPIs
- Manage Business Unit monthly income statement (profit/loss) and facilitate monthly review meetings with senior management team (SMT)

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- Manage the Opportunities/Risk register (O&R) for T&I and discuss the outcomes with MD/Operations Director
- Manager the Working Capital and DSO monthly meetings with CFO/Operations Director
- Review and analyse secured work (backlog), pipeline opportunities vs budgeted revenues
- Conduct commercial training sessions to project directors/managers and newcomers
- Coordinate with other company stakeholders to ensure that the key tasks are achieved throughout the monthly timetable
- Input into financial models developed in pricing of prospects to ensure all items are covered, consistent with the company strategy

Arcadis Middle East

Project Control Manager

Dec 2012 – Jan 2014

Contract 2 project, Doha – QAR 450M Consultancy fees

Reporting to Director of Major projects

- Schedule all activities associated with assigned projects to produce an integrated critical path schedule, update as required, and report potential problem areas
- Resource load schedules and maintain a Primavera based earned value system on projects. Analyse and report progress on projects and manpower requirements
- Analyse, evaluate, and forecast current status against an established baseline schedule
- Assess the impact of design or construction changes and schedule slippages
- Liaise with project managers in updating projects risk register, contingency and change order management
- Manage project budgets/estimates in ERP system
- Evaluate project cost forecasts by assessing actual costs incurred vs physical progress achieved across project phases
- Consolidate data in the schedule and in project cost reports for project manager's review and approval
- Review project cash flow forecasts /work in progress/ billings, etc
- Accompany project directors and managers in monthly client meetings

Arcadis Middle East

Business and Commercial Performance Manager

Jun 2011 – Nov 2012

Reporting to Managing Director – Utilities

- Conduct monthly project reviews across the Middle East (UAE, Qatar, Bahrain and Saudi) - 96 projects.
- Review project gross profits and produce performance reports
- Update projects' Earned Values in line with the actual % completion and the contractual milestones
- Review client requests with project directors/managers vs contractual milestones and scope of works
- Review and setting up variations on company system
- Provide support to project managers in securing necessary insurance certificates including performance bank guarantee, professional indemnity, workmen compensation and public liability
- Manage sub-consultants' accounts and contractors' progress reports
- Administer sector's annual budgets and quarterly forecasts in accordance with agreed business plans and targeted KPIs
- Analyse sector's monthly income statement (profit/loss) and facilitate monthly review meetings for discussions.
- Analyse backlog/opportunities reports vs budgeted revenues
- Review sector age debtors report and assist in monthly cash recovery plans
- Identify training requirements and facilitate necessary trainings for project managers on commercial matters and job responsibilities

Arcadis Middle East

Project Controller

May 2007 – May 2011

Reporting to Commercial Manager

- Ensure all projects are correctly setup in line with company system (Bid Model)

- Ascertain review of all projects on a monthly basis in accordance with set timeframes and procedures
 - Prepare quarterly re-forecasts of financial outturn of the business of the year
 - Efficiently manage variations, forecast costs, progress, working capital and contract status
 - Monitor and review variations to ensure they are claimed so as to maximise project values
 - Maintain forecast and actual project billing dates on the project accounting system
 - Develop weekly cash inflow forecasting reports and ensured cash maximisation through efficient, accurate and timely invoicing and collection procedures
 - Effectively liaise with senior operational/commercial management to produce debt recovery plans
 - Organise regular meetings with external clients to discuss status of outstanding invoices and payments dates
- Consolidated Contractors International Company (C.C.C.)

QA/QC Civil Engineer

Jan 2006 – May 2007

Reporting to QA/QC Manager

Project : Burj Khalifa Development, The Dubai Mall Project, U.A.E

Owner : Emaar Properties

Project Manager : Turner International

Structural Consultant : Meinhardt (Singapore) PTE LTD.

- Conduct inspections of civil and structural works including earthwork, waterproofing, concreting, reinforcing steel, post tensioning and repair works in line with approved drawings and specifications
- Monitor and evaluate work performance to ensure compliance with requirements
- Responsible for signing off and obtaining approvals from the construction supervision consultants on various forms and verifying documents when required
- Accompany consultant's representative to carry out site inspections and release any hold points
- Identify and report any non-conformances issues to the QA/QC manager for further action
- Update inspections tracker requested by construction engineers
- Perform statistical analysis of the inspections and test results to improve quality control operations at site and verify testing compliance
- Documented, filed and compiled controlled copies of all the test results under the supervision of the QC manager

EARLIER CAREER

Alam El-Benaa Consultancy Office-6th October City, Egypt

Site Supervision Engineer

Jun 2005 – Nov 2005

Egyptian Group for Engineering Consultation Company (EGEC) (House of Expertise)

Design Engineer for External and Internal Network Systems

Jul 2004 – Jun 2005

EDUCATIONAL QUALIFICATIONS

Master's degree in business administration

Aug 2009 – Feb 2013

Leicester University – School of Management (ULSM), UK

Bachelor's Degree in civil engineering

Sep 1999 – May 2004

Cairo University, Egypt

Graduation Project: Sanitary Engineering

Project Title: Planning, Designing, Constructing and Operating Water and Wastewater Treatment Plants for Potable Water Distribution and Wastewater Disposal

TECHINICAL SKILLS

- Contract & Commercial Management Advanced Practitioner - CCMAP
- Member in the International Association of Contract Commercial Management - IACCM
- Certified from Oracle University - Advanced Project Management in Primavera P6 Rel. 7 Ed1
- Certified from Oracle University - Project Management in Primavera P6 Rel. 7 Ed1
- Proficient in MS Office applications.
- Autodesk AutoCAD and Water CAD