

SENIOR MANAGEMENT LEADER

Uniquely well-rounded leader holding an Engineering degree and a PMP certification with 15+ years of experience in management, establishment and development of business and directing turnkey construction projects, eager to undertake a challenging leadership position to maximize profitable growth and client loyalty, inspire creativity, and help bridge the gap between your firm's future achievements and current ambitions.

PROFILE

- Solid managerial and technical background with over fifteen years of increasing responsibility in the construction industry.
- Passionate and creative strategist with a proven ability to unlock organizations' optimum potential.
- Trilingual: English, French and Arabic.
- Certified as a Project Management Professional (PMP).
- Persuasive and trustworthy communicator with a natural proficiency in public relations.
- Dynamic and fully committed leader who strives to expand the business, while nurturing long lasting relationships.

PROFESSIONAL EXPERIENCE

Roxor Inc. | Montreal, Canada | (www.roxorinc.ca) | 2010 – Present

Roxor is a general contracting, project management and real estate development company providing turnkey construction management and project development services to real-estate developers in Montreal (Canada)

PRESIDENT

- Establishing operations, defining strategies and determining commercial direction, operational processes, and long term objectives of Roxor Inc in the capacity of Founder and President.
- Spearheading construction projects from the conceptual development stage through to planning, coordination, control, design, execution, acceptance to the successful handover.
- Conducting feasibility studies, risk assessments, cost and quality analysis to ensure effective management of scope, cost and schedule.
- Directing the tendering process, reviewing, short listing, negotiating and awarding subcontracts based on quality and value.
- Selecting, mandating and managing architects, engineers, construction managers, subcontractors and other professionals while negotiating with city officials to secure necessary construction permits.

KEY ACHIEVEMENTS:

- Since the conception of Roxor Inc in 2010, provided tier one construction and turnkey project management services for projects values of 120 Million CAD.
- Successfully delivered numerous multi-storey construction projects, while consistently meeting scope, target costs and quality standards while implementing risk and Earned Value Management (EVM) analysis to ensure proper monitoring and control.
- Developed a reputation for resurrecting troubled projects. I was mandated on two separate occasions to take over troubled projects that were poorly designed with major constructability issues as well as poor project management and a lack of leadership. After conducting a detailed evaluation, I managed on both occasions to restructure the project by renegotiating contracts, implementing design changes to improve constructability as well as the hiring and terminating of key contractors and personnel all of which culminated in reaching the desired results.

Les Developpements Carbocan Inc. | Montreal, Canada | (www.carbocaninc.com) | 2008 – Present

Carbocan Inc. are real estate developers since 1982 that have delivered over 4800 condo units in the Montreal region.

DIRECTOR-DEVELOPMENT AND CONSTRUCTION

- Directing real estate development projects for the owner (Carbocan Inc.) from their conception to their completion and handover. This involved all possible aspects of development and construction
- Conducting potential site recommendation, selection and feasibility analysis for development purposes.
- Influencing all predevelopment activities such as municipal collaboration, community outreach and securing financing.

KEY ACHIEVEMENTS:

- Wrote and implemented supplements to standard contract agreements to include terms that strengthen the owner's ability to enforce quality, performance, cost, and schedule requirements, which reduced risk and exposure.
- Significantly streamlined and enhanced the strategic and monitoring processes to optimize their value added, effectiveness and efficiency. This has substantially reduced the time and efforts required across the organization.

Guaranteed Industries Ltd. | Montreal, Canada | (www.guaranteedindustries.com) | 2003 – 2008

This leader in commercial, industrial and residential HVAC systems has been providing turnkey solutions since 1957.

SENIOR PROJECT MANAGER

- Managing Turnkey HVAC projects and directing project teams of professionals consisting of Engineers, procurement and expediting agents as well as subcontractors and suppliers.
- In charge of managing the relationship and negotiating with senior management executives of clients and prospects.
- Coordinating and communicating with client personnel to meet quality, schedule and budgetary milestones on turnkey design/build projects.

KEY ACHIEVEMENTS:

- Despite tremendous market pressure and a challenging working environment, I succeeded in consistently increasing new business revenue, while maintaining profitability.
- After noticing major delays and inefficiencies in the bidding process I implemented substantial improvements to pricing processes, which led to increased effectiveness, accelerated responsiveness to clients and improved team satisfaction.
- Instrumental in re-establishing client relationships, lost by predecessors, and regaining their confidence in GIL.

Bronswerk Marine Inc. | Montreal, Canada | (www.bronswerkgroup.com) | 1999 – 2003

Bronswerk Marine is a world leader in Marine Turnkey HVAC systems for commercial, recreational, oil and gas as well as military vessels.

SENIOR PROJECT MANAGER | 2002 – 2003

TENDERING MANAGER | 2001 – 2002

PROJECT MANAGER | 2000 – 2001

INTERIM PRODUCTION MANAGER | 2000

PROJECT/TENDERING ENGINEER | 1999-2000

- ❖ Joined the company as Project/Tendering Engineer and moved up the career hierarchy meriting multiple fast paced promotions culminating in the position of Senior Project Manager.
- Managing Turnkey Marine HVAC projects with extremely high levels of quality as well as technical and managerial complexity.
- Managing the tendering department while implementing new procedures as well as parametric estimation principals for budget pricing. (Approximate Value of Bids/year \$120,000,000 USD).

KEY ACHIEVEMENTS:

- Effectively implemented new parametric estimating procedures for budget pricing. This resulted in a substantial increase in market exposure and client satisfaction.
- Effectively combined technical skills and business development and client relationship management savvy to grow profitable business in Canada, USA, South America and South Korea.

Other Professional Experiences | Montreal, Canada | 1997 – 2000

Engineering Consultant

Managed the following projects:

- Cost Consultant -Kerbapharm: Estimating associated pharmaceutical production facilities renovation costs.
- Acoustics Engineering Consultant - CRC Construction: Engineering calculations to achieve high acoustic attenuation within special architectural enclosures.
- Test and Design Engineering - Bombardier Aerospace: Supported the Engineering Dynamics staff to perform aircraft in-flight cabin noise/vibration investigations
- De-icing Consultant - APS Aviation, Adga Group: Performed de-icing tests on full-scale aircraft as well as small-scale models and conducted tests at the National Research Council of Canada in Ottawa, Ontario.
- H.V.A.C Consultant - NOVOPHARM Quebec; Provided H.V.A.C and H.E.P.A. filtration selection and configuration.
- Acoustics Consultant - Mellati Construction: Verified the acoustic properties of constructed walls of various.

ACADEMIC BACKGROUND

Bachelor's degree, Building Engineering | **CONCORDIA UNIVERSITY** | Montreal, Canada | 1998

D.E.C., Pure and Applied Science | **VANIER COLLEGE** | Montréal Canada | 1993