

# MOHAMMAD M. ALAWNEH

**Head of Project Controls Department | Project Director | Project Manager | Operations Manager**

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## PROFILE

Highly skilled, positive, proactive and reliable professional with **over 16 years of experience** in project management and business development in the construction industry. Proven track record in successfully delivering various multi-million dollar projects, including residential housing, hotels and commercial buildings, desalination plants, and oil and gas. Easygoing and result-oriented with demonstrated skills in stakeholder and meetings management.

I possess robust competency in problem-solving and decision-making and have achieved recognition as Saudi Aramco's approved project manager and projects control manager, where I consistently delivered successful outcomes in brownfield and greenfield projects. Throughout my career, I have thrived in projectized and matrix-structured organizations, effectively managing different major clients across three countries in the Middle East.

I aim to apply and broaden my knowledge and skills in project management and the construction industry while significantly contributing to developing and growing the business returns and reputation.

## EXPERTISE

- Governance and Business Administration
- Strategic Planning and Business Acumen
- Project Management Professional
- Culture and Political Awareness
- Risk Management Professional
- Problems and Issues Solving
- Scheduling Professional
- Executive Reporting
- Budgeting and Cost Management Professional
- Commercial and Contracts Management
- Motivating, Inspiring and Team Builder
- Conflict Resolution and Negotiation
- Communication and Coordination
- Leadership and Integration
- Mentoring and Delegation
- Strong Analytical Skills

## EDUCATION

**Bachelor of Civil Engineering / Structures | GPA: 78.2%**

**October 2004 - January 2009**

Jordan University of Science and Technology - Irbid, Jordan

## CERTIFICATES

- PMP®: PMI - Pennsylvania, USA | October 2019
- PMI-RMP®: PMI | June 2020
- PMI-SP®: PMI | September 2021
- Accounting for Non-accountant: Monsha'at Academy - Riyadh, KSA | November 2022
- Managing Safely®: Institute of Occupational Safety and Health - Wigston, UK | October 2021
- FIDIC's Standard Form of Contracts: Engineering Tracks Academy - Cairo, Egypt | March 2022
- FIDIC Contracts Specialist: IVYLET - Cairo, Egypt | February 2025
- Engineering Claims and Dispute Management: IVYLET - Cairo, Egypt | May 2025
- Prokon 2005: JEA / Engineers Academy for Training and Development - Amman, Jordan | February 2008
- STAAD Pro. 2006: JEA / EATD | June 2007
- Primavera III level I: JEA / EATD | February 2008
- AutoCAD R2006 2D: JEA / EATD | June 2006

## PROFESSIONAL EXPERIENCE

**Company: Azmeel Contracting - Dammam, KSA**

**June 2016 - Present**

**Position: Director - Head of the Project Controls Department | April 2019 - Present**

As a key member of the MAS Engineering and Construction LLC executive committee (sister company of Azmeel), reporting to the CEO as his deputy and providing guidance and consultation to the projects' managers and directors, I have mastered broad skills in business development, KPIs, governance, commercials and contracts, budgeting and cost control, managing multiple projects simultaneously, changes and variations, policies and procedures, strategic and business plans, budgeting and financial statements, aging reports, reconciliations, accounts payable and accounts receivables.

### Projects:

➤ MAS ECC's entire portfolio of projects in KSA | Exceeding SAR 2.5 billion | Clients: PIF's Companies and Saudi Aramco.

- Direct the planning, budgeting, and contracts divisions' managers, schedulers, project quantity surveyors, and cost controllers to ensure timely and proper submission of projects' schedule baselines and recovery plans, performance and status reports, budget and cost reports, as well as effectively managing the cashflow, all commercial and variations processes associated with the projects.
- Negotiate and manage contracts with clients and subcontractors, securing favourable terms and maximizing profitability.

- Oversee the creation of projects' cash flow forecasts and identify the funding limits reconciliation based on payment terms, retention percentage, and due dates. Ensure a positive cash flow by analyzing the necessary financing requirements, such as advance payments, letters of credit LCs, and loans. I actively engage with banks to manage these financial arrangements along with required bonds, thereby facilitating the timely completion of projects.
- Attend kick-off meetings with the clients to ensure a common understanding of projects' milestones, preliminaries, and commercial aspects, which include submission and administration of letters of guarantee LG, project insurance, payment applications, and other requirements.
- Participate in the monthly development of the payment plans, considering the projects' requirements, fixed assets growth strategy, cash flow, and payable ageing to ensure adherence to the applied payment terms and smooth operations.
- Engage in the annual third-party audit process to generate the company's financial statements by accurately preparing the income statement. This involves determining the unbilled revenue based on the International Financial Reporting Standards IFRS of accruals and the percentage of completion method, ensuring appropriate allocation of direct and indirect costs, and calculating the projects' total gross and net profits.
- Liaise and conduct meetings with clients, the company's board of directors, heads of peer departments, and project managers to promote business sustainability, mitigate cost overruns and progress delays, address and resolve issues, and facilitate effective business development.
- Develop and maintain robust relationships with customers, financing banks, subcontractors, and suppliers to maximize future business opportunities, increase the ROI and reduce anticipated risks.
- Monitor and prepare comprehensive substantiations for commercial legal cases filed by or against the company, collaborate with lawyers, and attend conciliation hearings to facilitate amicable resolutions and resolve conflicts.
- Developed and implemented a comprehensive invoicing procedure encompassing sales invoice submission, receivables follow-up, retention release, and certification of payments for subcontractors and service providers.
- Drafted and implemented the strategic and three-year business plans for the company's project controls department and actively participated in improving all the procurement, stores, estimation, HR policies, and workflows.
- Generated and implemented the policies, procedures, authorities, workflows, and templates for the procurement and the various divisions within the project controls department, ensuring alignment with the company's strategy to achieve the predetermined goals and enhance business profitability and continuity.
- Directed the company's digital transformation implementation process to the Xpedeon enterprise resource planning (ERP) system, oversaw the required and proposed system transactions and templates, assigned tasks, closely monitored their successful completion with each action owner and then updated the company's quality management system.
- Established the company's projects' budgeting procedure roadmap, including identifying direct costs, prelims, and overheads. Ensured its integration with payroll output, procurement, stock ledger, accounts payable and payment certifications, received services, petty cash, cost value reconciliation and earned value reports.

#### **Position: Project Manager | June 2016 - March 2019**

With the guidance of the head of the AZAL department, I have developed extensive expertise in residential housing and royal projects. Worked within the joint venture entity between Azmeel Co. and Emirati company Al Sahel Contracting, contributed to widening my skills in fast-tracking projects, renovation projects, managing logistics and operations, creating schedules and budgets, handling commercial aspects, managing cash flow, facilitating product transitions, emergency management, and effectively managing changes and variations in projects.

#### **Projects:**

- South Dhahran Home Ownership Project District 2D/2E, 792 Villas - Dhahran, KSA | SAR 1.5 billion | Client: Aramco.
- Global Center for Combating Extremist Ideology / Etidal - Riyadh, KSA | SAR 200 million | Client: Saudi Aramco.
- Created the project schedule baseline and developed a detailed direct and indirect costs budget, with the resources' deployment plan based on the project needs and the company's constraints.
- Coordinated and negotiated with all the company's departments and divisions' functional managers; conducted procurement processes and resource acquisition, including issuing subcontracts and purchase orders to emphasize achieving project goals by obtaining the required resources as needed.
- Led and completed the overall construction process of the project's mock-up villas, which consisted of seven housing units according to the set milestones, specifications and requirements.
- Managed the project's concrete skeleton, finishing, third fix, and handover stages of more than 50% of the villas by efficiently leading safety officers, logistics supervisors, quality engineers, and more than ten construction managers. Avoided reworks, materials' wastage, budget overruns, and time-wasting.
- Supported staff members and fostered their skills to enhance worker capabilities and contribute to overall project success.
- Prepared comprehensive weekly progress reports encompassing earned values, performance metrics, safety records, and quality scores, which inaugurated stakeholders with a transparent and clear picture for further decision-making.
- Conducted regular meetings with clients and the management team and ensured adherence to project schedules, quality standards, and safety protocols while maintaining strong customer relationships.
- Initiated and settled the project change orders with the client and maximized the company's benefits by enhancing the opportunities for positive variation.
- Developed the project's handing over policy for the housing units, resulting in smooth transitions and timely completion of the final product.

- Completed the close-out process for the contract, purchase orders, subcontract agreements and schedule, ensuring accurate documentation and smooth project finalization.
- Created the defect liability period procedure and supervised the resolution of end users' reported issues and their feedback until the final mechanical completion certificate was obtained.
- Successfully participated as a key member in constructing and handing over a 45-day fast-tracked GCCEI / Eitidal iconic project, inaugurated by His Majesty King Salman and the US president in May 2017.

**Company: Saudi Binladin Group - Jeddah, KSA**

**November 2012 - June 2016**

**Position: Construction Manager**

Worked as Jizan's deputy area manager in the ABCD division, carried out two strategic projects' construction management, which contained many scattered security subprojects such as police stations, civil defence centres and border guard command main centre, initiated the KAP3 and successfully closed out the KAP0. Acquired the competencies of dealing with governmental authorities, materials, team mentoring, snagging, contracts administration and procurement process.

**Projects:**

- King Abdullah Bin Abdulaziz Project for Developing Security Locations - Jizan, KSA | SAR 4.5 billion | Client: MOI.
- King Abdullah Bin Abdulaziz Project for Developing Security Locations - Jizan, KSA | SAR 11.9 billion | Client: MOI.
- Prepared the manpower histogram, coordinated with the human resources department, and deployed the required labour and staff to four subprojects in the KAP0.
- Conducted the project's procurement and subcontracting process, from request for quotation, price negotiation, material delivery, and inspections to ensure smooth and timely availability of required machinery, tools, materials and manpower.
- Coordinated with the stores and procurement departments at the company's head office to deliver the required major materials to the projects' sites, aligning lead times and activity needs.
- Facilitated consultant approval for local suppliers in the Jizan area by assisting the vendors in document preparation, profile enhancement, tests, mockups, and samples and collaborating with quality control engineers.
- Ensured timely availability of shop drawings, BBS, vendors' approvals, method statements, testing plans, and management plans such as HSE across all site locations.
- Resourced, guided and managed the subprojects' site managers to ensure compliance with specifications, drawings, quality standards, and safety requirements, leading to smooth activities' execution.
- Liaised with clients, project teams, and subcontractors for issue resolution and determinations through interactive meetings and effective communication via email and letters.
- Accomplished testing, commissioning, and startup activities, verified systems' integrity and ensured facilities' fitness for use before the project delivery.
- Established and led a committee that carried out the discrete subprojects' handover to the client, closed all punch list items, and trained end users on building systems and operations.
- Developed and executed the mobilization plan for the KAP3 project's satellite office and its 27 subprojects in the Jizan Area. Led the implementation of temporary structures, facilities, and access roads and conducted geotechnical investigations.

**Company: Mission General Services - Abu Dhabi, UAE**

**September 2011 - August 2012**

**Position: Project Engineer**

Led by the project manager to execute the infrastructure of a remote area project at the Ruwais Refinery, obtained site expertise in QA/QC, technical aspects and proposals, submittals, Precast concrete erection, integration, meetings management, MEP works and materials recycling.

**Project:**

- Group II Base Oil Production Plant - Abu Dhabi, UAE | SAR 84 million | Client: ADNOC.
- Assisted the project manager in preparing the work schedule, labour deployment plan, and materials list for the project's electrical substations, GIS, satellite and control buildings.
- Calculated the project quantities of materials and equipment and then closely coordinated with the company departments to ensure their availability on time.
- Prepared the steel bar bending schedule and determined the formwork shuttering system utilized in concrete elements.
- Effectively implemented daily site activities inside the operating oil base and adapted to changes as necessary, resulting in smooth project execution and reduced conflicts.
- Resolved technical execution issues during the construction stage, which led to increased productivity and avoidance of work stoppage.
- Proposed and implemented changes in the ITP and the construction methodologies to expedite the work progress and cope with site location constraints.
- Ensured compliance with quality control and safety regulations in alignment with TAKREER standards.
- Attended the weekly progress and safety meetings with the client and contributed to solving any highlighted issues promptly.
- Prepared daily progress reports accurately reflecting the site activities' completion percentage and available human and physical resources and identified issues with solutions.

**Position: Site Engineer**

Supervised by the project site manager in the Bena Department, I earned field experience in quantity survey, coordination, construction methodologies, sequencing the execution of civil and architectural works in industrial projects, formwork systems for tanks and double-height slabs, and dewatering.

**Projects:**

- Rehabilitation of Pipe Intake & Buildings Works / Jeddah RO Phase III - Jeddah, KSA | SAR 188 million | Client: SWCC.
- 380/110/13.8 kV Kandara Substation - Jeddah, KSA | SAR 50 million | Client: SCECO.
- Carried out the construction of the civil and architectural site activities and ensured successful adherence to project specifications and drawings for multi-storey buildings, tunnels, hangars and other deliverables.
- Requested the required project's goods and human resources according to the project baseline and company procedures.
- Collaborated closely with the site manager, scheduler, quality supervisors, MEP engineers, suppliers, and subcontractors to ensure timely project completion.
- Coordinated the timely delivery of materials and equipment with the procurement in charge, ensuring their compliance with the project requirements to avoid any anticipated delays and cost overruns.
- Handed the activities over to the consultant upon completion through the inspection request according to the inspection test plan.
- Maintained consultant and management satisfaction by minimizing the work rejection rate, compressing the schedule and motivating labours' productivity.
- Followed the safety regulations, kept a clean site, and implemented the construction safety management plan, which resulted in zero accidents and minimum near misses compared to my peers.
- Attended weekly progress meetings with the project management team to ensure compliance with the schedule and the set budget and to discuss various proposals for issue resolutions.

**Position: Structural Engineer**

Managed by the design section head in NEPCO's Headquarters, a governmental service provider authority, gained experience in dealing with stakeholders, structural engineering of the power plants, and the bidding process.

**Projects:**

- Irbid East Indoor Electrical Substation 132/33 kV - Irbid, Jordan | JOD 4 million | Client: NEPCO.
- Al Shumaysani Indoor Substation 400 kV/132/33 kV - Amman, Jordan | JOD 10.7 million | Client: NEPCO.
- Al Mafrq Outdoor Substation 400 kV/132/33 kV - Al Mafrq, Jordan | JOD 8.6 million | Client: NEPCO.
- Performed the structural design of the indoor and outdoor electrical substations buildings using different finite element software and the Jordanian National Building Code.
- Designed the electrical substations' site plans and concluded the civil engineering drawings for the facilities, landscape, roads, and retaining walls.
- Led a team of 3 draftsmen and a quantity surveyor and contributed to resolving projects' construction issues related to skeleton and retaining walls by dynamically implementing design changes, which led to improved project schedules and cost cuts through value engineering.
- Facilitated effective communication and coordination among electrical and construction departments and major vendors, ensuring collaboration throughout the project life cycle.
- Prepared comprehensive bidding documents that included the BoQ, specifications, requirements and IFC drawings.
- Reviewed and approved the bid documents from international and national contractors related to drawings, design calculations, and BoQ of the EPC contracts proposals.

**MEMBERSHIPS**

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|---|--------------------------|
| • Project Management Institute (PMI): Project Manager           | September 2009 - Present |
| • Saudi Council of Engineers (SCE): Engineer                    | January 2010 - Present   |
| • Jordan Engineers Association (JEA): Civil Structural Engineer | April 2009 - Present     |

**PERSONAL DETAILS**

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|-------------------------------|---|
| • Date of Birth: 03 June 1986 | • Driving Licences: KSA, UAE, and Jordan  |
| • Marital Status: Married     | • Languages: Fluent in Arabic and English |
| • Nationality: Jordanian      | • Residency permit: Transferable Iqama    |