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| Rajesh Kuntamalla, MRICS; MCIArb; MCICES; MBA; MTech  Sr. Contracts / Commercial Manager  Contact: E-mail [rajeshkuntamalla@gmail.com](mailto:rajeshkuntamalla@gmail.com) Tel : +91 9866350522  ------------------------------------------------------------------------------------------------------------------------------------ | | | |  |
| Key skills  Tender Management  Contracts drafting, review,  Risk assessment and Negotiation  Change Management  Commercial Management  Claims Management  Disputes management  Value Engineering  FIDIC, ICE,JCT , Ashghal (Qatar), CPWD(india) form of Contracts | Years of experience  32 Years 04 Months | | Years of experience in Contracts/ Commercial  25 Years |  |
| Education  Master of Business Administration  Master of Technology (Structures)  Bachelor of Civil Engineering | Nationality  India | | Professional affiliations  MRICS  MCIArb  MCICES  MME, Qatar |
| Training  Module-1 International Arbitration  Module-2 Law of Obligations  Project Management Professional (PMP) | Language skills  Englsih; Hindi; Telugu | | Software Skill set  MS Office, AutoCAD,PMIS, PMWeb, Aconex, PMDS, APMS, STADD Pro, Sun Solaris System Administration, Unix, Linux |
| Date of birth  01 May 1967 | Visa status  Qatar – QID Transferable  KSA - iqama Transferable | Countries of Experience  Oman, Bahrain, Qatar, KSA and India | |

Seeking a senior level position to lead strategic delivery of complex construction projects by leveraging my extensive experience in contract and commercial management to proactively mitigate risks, avoid claims, and resolve disputes ensuring timely completion and cost efficiency without compromising contractual integrity or stakeholder interests

Professional history

**Jan’2025 – To date: Senior Contracts Manager, EllisDon Inc. Riyadh, KSA**

**Program:** Development of Wadi Safar –Construction development in Infrastructure, Asset Building and Hospitality Sector.

**Value:** SAR 120 Billion

**Client:** Diriyah Gate Development Authority, Riyadh

**Roles & Responsibilities:**

- Managing FIDIC based contracts lifecycle across multiple construction packages  
- Leading stakeholder and consultant coordination for commercial delivery

**Dec’2021 – Dec’2024: Contracts Manager, AECOM Middle East Intl, Qatar** (Seconded to RPD-Ashghal)

**July’2016 - Nov’2021: Contracts Manager with WSP international, Qatar** (PMC Role)

**Program:** Local Roads and Drainage Program and Roads and Infrastructure (RIW) Projects

**Value:** QAR 50 billion

**Client**: Ashghal, Qatar

**Roles & Responsibilities:**

**-** As a Lead Contracts Manager, advise, guide and review of tasks delivered by Area Commercial team and Supervision Consultant team on day-to-day basis on respective projects.

**-**Well versed with PWA-Ashghal Standard Operating Procedures to administer Cost, Time, Quality and Scope of Projects using the standard templates in PMDS & Blueworks.

- Well versed with Ashghal conditions of Contracts dated 2007,2012,2014,2018, PSA 2018-year, Construction Specification QCS 2014, Measurement principles CESMM3 and SMM7 and driving the principles of claim avoidance and claim mitigation, risk and opportunities, and advise the Project Manager.

- Coordinate with other members of the Employer’s team and provide Contract Administration advice based on the Conditions of Contract

- Advise and assist the Project Manager with all correspondence and related contractual issues where required, including Employer’s claim notices and claims, ‘Early Warning Alerts’ in relation to opportunities or potential cost overruns on the Project under each construction contract

- Coordinate with the Project Manager to lead the process for the appropriate response to any Contractor’s notices and claims, and advise the Employer with draft responses/determinations.

- Assist in the preparation and process for any informal dispute resolution in accordance with the Conditions of Contract

- Liaison with Ashghal Legal Affairs Department for clarifications on Qatar Law provisions in relation to the Contract conditions prior drafting Engineer’s determinations to the Contractors

-Convene review meetings amongst the project team members to track the progress and take necessary action steps on flagged issues.

-Monitoring and managing the compliance on KPIs to achieve the targets by Consultants and Contractors.

-Administering the Value Engineering and Change Management for any Variations of all Construction projects comprising review of Cost and Time impact assessments and recommendations to Ashghal-ESD.

- Regular correspondence with stakeholders on relevant issues on respective projects affecting timelines of projects delivery

- Individually or as part of a team, operating processes for selecting, appointing, and managing construction contracts and consultant appointments.

- Providing advice on procurement strategy, preparing tender documents, and managing queries from tendering consultants and contractors.

Achievements:1. Closed out all commercial tasks (including final accounts) related to 10 projects valued QAR 2.15 Billion independently on behalf Roads Projects Dept. 2. Pro-actively associated with ESD/PWA to close out claims valued about QR 285 Million on Major projects 3. Astute in handling thematters referred to ESD/GTC on various aspects of Change/Claim Management of projects to obtain positive outcomes.

**Dec’ 2014 – Jun’2016:  *Contracts Manager* with Arcadis (EC Harris WLL), Qatar. -on Ashghal**

**Building Affairs Program Management**

Construction of Buildings for Hamad hospital in Hamad medical city in health sector, New school buildings and improvements to existing buildings for fire & life safety in Education sector, General building like laboratories and warehouses, Development of Zoo under major projects sector.

**Roles and Responsivities*:***

-Contributed in development of Pre and Post Contract and Commercial management templates under PMDS in Building Affairs Program of Ashghal, Qatar

-In Building Affairs program, assisted the Commercial Leads in 4 sectors (Health, Education, General and Major Projects) in Procurement stage including review of ITT and address issues of concern appropriately

-Liaise with Client group on approvals and acts as interface from Building Affairs-PMO to Sector Projects.

-Maintaining procurement tracker for entire program and reporting/briefing the PWA during meetings with presentation of dashboards

-Managed the post contract Contractor’s claims from PMO

-Managed the Claims on design changes of Infrastructure under LRDP, Supervision consultancy prolongation claims with Impact Assessments.

**Oct’ 2013 – Nov’ 2014: *Associate Director* (Procurement & Contracts) with AECOM International, India**

**Roles and Responsibilities:**

-Lead procurement planning and management for major works on EPC basis and service packages (МЕP, MIS infrastructure, civil and power packages).

-Prepare and manage the tendering process, RFQs, bid evaluations, and negotiations. Draft and manage key commercial contracts using appropriate forms such as FIDIC Silver/Yellow Book, bespoke PPP contracts, and long-term service agreements.

-Coordinate with legal and technical advisors to ensure commercially favorable contract terms that mitigate risk exposure.

-Monitoring of the employer’s obligation compliance required for commencement of works

-Monitoring of lenders engineers reports during the construction phase

-Verification of financial documents on the spending by the concessioner on achievement of Financial milestones

-Closely monitoring scope under the concession agreement for effective handling of claims and variation.

-Monitoring of escrow account with the finance department

-Review and response to the concessioner EOT claims.

-Issuing sectional completion certificate on completion of phase given in the contract.

-Issuance of completion for start of revenue operation dates (ROD)

-Approving user’s fees during the operation revenue collection period.

-Effective correspondence with interface agencies/local authority for smooth coordination and avoidance of claims Achievements:Model RFP cum RFQ document for procurement of Design & Build contracts based on FIDIC Silver book 1999 for SMART City is developed as standard template based GOI procurement guidelines for procurement under Public Private Partnership (PPP) mode

**Dec’ 2012 – To Mar’ 2013: *Contracts Manager* with Turner International Consultancy India**

**Ltd., New Delhi, India**

Construction of high-rise residential building in a cluster of 26 towers funded by DLF Capitol Greens

**Roles and Responsibilities:**

- Assisted the Client in evolving mechanism to resolve long pending contractor’s claims in a Project (DLF Capital Greens)

**Jul’ 2008 – Nov’ 2012: *Contracts Manager* with Projacs International LLC., Doha , Qatar**

Project Management Consultancy services in mixed use developments, high rise buildings, Contract services to health sector, Program management of rehabilitation of downtown urban precincts.

**Roles and Responsibilities:**

-Associated in formation of Cost-plus fee Contract on partnership model (Client & Contractor) following FIDIC 1999 Red book and managed the contract during construction.

- Administration of contract during design phase, following up with deliverables and payment processing.

- Contractual correspondence, review of payments, managing the Variations and Claims for High rise building project.

-Tender Management comprising review of Tenders and preparation of evaluation (Technical & Financial reports) of Mawashi Slaughter house project for Client’s decision.

-Tender Management comprising preparation of frontend documents based on Algeria legislation for Baab Ezzouar, Algeria (client-QGIRCO) mixed-use FFE project and evaluation/report of Tender to Client for award.

- Contract related services (Procurement & Contract Admn) for Supreme Council of Health (SCH, Qatar)

**Dec’ 2006 – Jun’ 2008: *Sr. Projects Engineer* with Charilaos Apostolide (Bahrain) W.L.L, Askar, Bahrain**

**Roles and Responsibilities:**

In charge of a Commercial complex construction based on JCT form of Contract

**Apr’ 2006 – Nov’ 2006: *Contracts Administrator with* Galfar Engineering & Contracting LLC, Muscat**

**Roles and Responsibilities:**

Assited in finalizing the sub-contracts for Kauther Gas plant construction contract of value USD 68 Million

**Jun’ 1992 – Mar’2006: *Assistant Executive Engineer/ Deputy Executive Engineer with* PWD- Irrigation & CAD, Government of A.P., India**

Water and Irrigation development projects. Construction of canals and reservoirs for water transmission for Irrigation to fields. Minor water networks for supply of drinking water facilities, the related structures for impounding water and supply to domestic needs. Heavy civil works projects for formation of balancing reservoirs.

**Roles and Responsibilities:**

- Site investigations and topographic surveys for Irrigation projects

- Tenders preparation, procurement of package works, evaluation and recommendations for award

- Managed the EPC contracts awarded for Irrigation construction projects. Reviewed the Design and BoQs prepared by the Contractors on Design & Build Contracts awarded based on FIDIC Silver book

- Commercial management of projects until projects closeout in coordination with Nippon KoEI Japanese Consultants

-Construction supervision, QA/QC of works on canals, Reservoir and minor dams.

-Significant contribution in evaluation/recommendation/resolution of Claims.

Selected project experience

