

## JAMAL EL DAYEKH

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### SENIOR MECHANICAL ENGINEER & PROJECT MANAGER / BUSINESS DEVELOPMENT IN OIL AND GAS, INDUSTRIAL AND COMMERCIAL SECTORS

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#### SUMMARY

Experienced Senior Project Manager and Business Development Leader with over 15 years in industrial EPC projects, specializing in Oil & Gas, aviation infrastructure, and high-stakes construction. Proven track record in optimizing project timelines by up to 15% and achieving cost reductions of 10–20% across large-scale contracts, including a SAR 250M EPC project at KAIA's New Fuel Farm. Skilled in team leadership, strategic risk management, and client relationship development.

#### HIGHLIGHTS

- Directed SAR 250M EPC contract for Electro-Mechanical scope at KAIA's New Fuel Farm, enhancing team performance and achieving project completion
- Expertise in Aviation Tank Farms (Commercial & Military).
- Proficient in budget tracking, expense control, and cost estimation.
- Skilled in procurement, inventory management, and equipment maintenance.
- Experience in contract negotiation, subcontractor management, and billing.
- Strong in site analysis, work order creation, and materials management.
- Ensured quality control and project completion within specifications.
- Acted as liaison between clients and contractors.
- Knowledgeable in FIDIC contracts and international standards (NFPA, ANSI, ASTM, API, JIG, EI, UL).

#### PERSONAL INFORMATION

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Nationality:	Lebanese
Residency Permit in KSA:	Transferrable with valid Driver's License
Location:	Jeddah, Saudi Arabia

#### EXPERIENCE

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**AUG 2023 – PRESENT**      **AL ASWAD TRADING & CONTRACTING COMPANY LTD.**  
**EAST, WEST AND CENTRAL REGION, SAUDI ARABIA**

##### Business Development Manager

- Developed and executed sales strategies, leading to over SAR 50 million in sales and onboarding 20% new clients in 2023-2024.
- Leveraged CRM Odoo Software to track client interactions, manage pipeline effectively, and streamline customer relationship processes.
- Cultivated and maintained client relationships, driving contract closures and expanding market presence.
- Conducted in-depth market research to identify and capitalize on emerging opportunities in KSA's construction and industrial sectors.

**JAN 2022 – AUG 2023**      **AL ASWAD TRADING & CONTRACTING COMPANY LTD.**  
**JEDDAH, SAUDI ARABIA**

##### Project Manager / Estimator

- Analyzed RFQ documents and project plans to understand project scope.
- Prepared material and cost estimates.
- Developed labor estimates and manhour calculations.
- Maintained relationships with vendors and contractors.
- Managed bids from vendors and contractors.
- Presented estimates to management and stakeholders.

**Project Manager**

- Managed construction activities to achieve PHO and final handover.
- Monitored project timelines and coordinated regular meetings to address snag lists.
- Met with stakeholders to resolve site-related issues during the operation and maintenance period.
- Delivered project closeout documents, including as-built drawings, data books, and manuals.
- Issued notices under contract conditions for civil engineering works.
- Led testing and commissioning activities.
- Coordinated with vendors during the defect liability period.

JAN 2018 – NOV 2019

AL ASWAD TRADING &amp; CONTRACTING EST. – JEDDAH, SAUDI ARABIA

**Project Coordinator**

- Coordinated project schedules, resources, and documentation to meet milestones.
- Liaised with clients and contractors to ensure project requirements were met.
- Performed administrative duties, including maintaining documentation and procurement activities.
- Ensured project deliverables were completed on time, within budget, and to quality standards.
- Conducted quantity surveying and re-measured the bill of quantities.
- Managed contract variations and prepared closeout deliverables.

JAN 2015 – DEC 2017

AL ASWAD TRADING &amp; CONTRACTING EST. – JEDDAH, SAUDI ARABIA

**Project Engineer**

- Interfaced with the main contractor for site activities and progress monitoring.
- Investigated construction delays and ensured proper procedures were followed.
- Coordinated with the construction manager on site-related activities.
- Secured approvals on interim payment certificates and updated project cash flow.
- Attended quality and progress meetings with the project team.
- Participated in HAZOP and SIL 2 workshops for the KAIA New Fuel System project.
- Assisted in closing out non-conformance reports and site instructions.
- Coordinated with subcontractors for construction of foundations, pipe supports, and other structures.

NOV 2012 – DEC 2014

AL ASWAD TRADING &amp; CONTRACTING EST. – JEDDAH, SAUDI ARABIA

**Junior Mechanical Engineer**

- Played a leading role in the EPC of vertical welded steel storage tanks (API 650 Design Code) and coordinated/
- Led EPC projects for vertical welded steel storage tanks and coordinated subcontractors.
- Prepared material submittals and coordinated with suppliers and manufacturers.
- Reviewed manufacturer data books, reports, procedures, and inspection plans.
- Collaborated with draftsmen on shop drawings and coordinated with subcontractors.
- Ensured compliance with project specifications and design requirements.
- Served as a procurement engineer for mechanical and electrical equipment.

OCT 2008 – SEPT 2012

JAMAHER CONTRACTING COMPANY LIMITED – RIYADH, SAUDI ARABIA

**Mechanical Engineer**

- Prepared and reviewed basic designs and BOQs, comparing them with client BOQs.
- Attended clarification meetings with clients.
- Prepared and issued RFQs for materials, vendors, and subcontractors.
- Assisted in preparing technical submittals for HVAC, firefighting, and plumbing systems.

AUG 2007 – SEPT 2007

DAR AL HANDASAH (SHAIR &amp; PARTNERS) –BEIRUT, LEBANON

**Mechanical Engineer Trainee**

- Gained an overview of NFPA Codes and Standards.
- Developed knowledge of ASHRAE and SMACNA Standards.
- Reviewed HVAC, plumbing, and firefighting design criteria.
- Performed cooling load calculations for a residential villa using HAP software.

## EDUCATION

SEPT 2008 – SEPT 2010

**MBA - Masters in Business Administration**  
**LEBANESE AMERICAN UNIVERSITY – BEIRUT CAMPUS, LEBANON**  
**Cumulative GPA 3.64 / 4.00**  
**AACSB Accredited**

FEB 2004 – SEPT 2008

**Bachelor of Engineering – Mechanical Engineering**  
**LEBANESE AMERICAN UNIVERSITY – BYBLOS CAMPUS, LEBANON**  
**Cumulative GPA 3.00 / 4.00**  
**ABET Accredited**  
**Final Year Project: Designed and constructed an unmanned aerial vehicle (UAV)**

## AWARDS

FEB 2006 – JUNE 2006

**HONOR'S LIST AWARD FOR ACADEMIC YEAR 2006 (SPRING SEMESTER)**

## SKILLS

### Project Management Skills:

- |                           |                       |                       |                     |
|---------------------------|-----------------------|-----------------------|---------------------|
| ▪ Project Management      | ▪ Project Control     | ▪ Project Estimation  | ▪ EPC Projects      |
| ▪ Construction Management | ▪ Project Procurement | ▪ Contract Management | ▪ Project Procedure |

### Interpersonal and Leadership Skills:

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|--------------------------------------|------------------------------|
| ▪ Project Interfaces / relationships | ▪ Leadership / Team Building |
|--------------------------------------|------------------------------|

### Risk and Safety Management:

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|----------------------------------|----------------------------------|
| ▪ Risk Assessment and Management | ▪ Environment, Health and Safety |
|----------------------------------|----------------------------------|

### Technical and Process Skills:

- |                              |                   |                                    |
|------------------------------|-------------------|------------------------------------|
| ▪ Engineering & Deliverables | ▪ Cost Management | ▪ Progress & Performance Reporting |
|------------------------------|-------------------|------------------------------------|

## SOFTWARE & TOOLS COMPETENCE

- **Project Management Tools:** Oracle Primavera P6, Microsoft Project
- **Engineering & Design Software:** AutoCAD, Autodesk Revit, Intergraph TANK, Intergraph CAESAR II
- **Analytical Tools:** MATLAB, Abacus, Working Model 2D
- **CRM & Business Tools:** Odoo (CRM), MS Office Suite

## LANGUAGES

**Arabic:** Native

**English:** Fluent

**Dutch:** Average Proficiency

**French:** Basic

## MEMBERSHIPS

- ❖ Member in Order of Engineers and Architects in Lebanon
- ❖ Member in Saudi Council of Engineers

## CERTIFIED TRAININGS

- ❖ Operation & Maintenance of SCADA Including Process & Safety Automation System (JAN 2019)
- ❖ Operation & Maintenance of Fire Suppression System at Fuel Farm (JUNE 2019)
- ❖ Operation and Maintenance of Electric Driven Centrifugal KSB Pumps (AUG 2019)
- ❖ Aviation Fueling Operations (SEPT 2019)
- ❖ CAT C27 & 3516 Gen-Sets Operation & Maintenance (OCT 2019)
- ❖ Tank Gauging System and Field Instrumentation (NOV 2019)

## PMP CERTIFICATION

- ❖ Project Management Professional – PMP in progress.

## REFERENCES

Available upon request