

JAMAL EL DAYEKH

Jeddah, Saudi Arabia | Mobile: +966 506009799 | Email: jamaldayekh@gmail.com | LinkedIn: <https://www.linkedin.com/in/jamal-el-dayekh-7762b3329/>

Mechanical Engineer | Project Manager | Business Development – Oil & Gas, Industrial & Aviation Fueling

Project Manager and Business Development Leader with 16+ years of EPC experience across Oil & Gas, Aviation Fueling, Structural Steel, and Industrial projects. Proven track record delivering aviation tank farms, pumping stations, storage tanks, piping networks, and firefighting systems valued up to SAR 250M. Skilled in procurement, cost estimation, contract negotiation, and stakeholder management, with expertise in FIDIC and international standards (NFPA, API, ANSI, ASTM, JIG, EI, UL). Recognized for achieving measurable cost savings, schedule improvements, and revenue growth across large-scale EPC projects in the Middle East.

KEY ACHIEVEMENTS

- Led a SAR 250M EPC contract for the Electro-Mechanical Scope of the New Fuel Farm at King Abdul Aziz International Airport (KAIA), Jeddah, delivered within budget and safety standards.
- Completed multiple aviation tank farm projects (commercial and military), ensuring compliance with NFPA, API, JIG, EI, and UL standards.
- Optimized project budgets and cost controls, achieving measurable savings while maintaining quality and compliance.
- Negotiated and closed high-value contracts with subcontractors and vendors, improving delivery timelines and reducing risks in EPC projects.
- Acted as a key liaison between clients, contractors, and stakeholders, streamlining communication and accelerating project approvals.
- Ensured on-time and compliant project completion through rigorous quality control and adherence to FIDIC contract requirements.

SKILLS & CORE COMPETENCIES

- **EPC Project Management** – Oil & Gas, Aviation Fueling, Structural Steel, Storage Tanks.
- **Procurement & Contract Negotiation** – Vendor Management, Subcontractor Coordination, Supply Chain Optimization.
- **Cost Estimation & Budget Control** – RFQ Analysis, Bid Preparation, Cost Tracking, Expense Control.
- **Construction & Site Management** – Foundations, Piping Networks, Pumping Stations, Firefighting Systems.
- **Risk Assessment & HSE Compliance** – NFPA, API, ANSI, ASTM, JIG, EI, UL, FIDIC Standards.
- **Quality Assurance & Project Closeout** – Testing, Commissioning, As-Built Documentation, Final Handover.
- **Business Development & Tendering** – Market Research, Proposal Management, Contract Awards.
- **Client & Stakeholder Engagement** – Relationship Management, Negotiation, Conflict Resolution.
- **Leadership & Team Building** – Cross-Functional Coordination, Training, Performance Management.

PERSONAL INFORMATION

Date of Birth:	April 6, 1985
Nationality:	Lebanese
Residency Permit in KSA:	Transferrable with valid Driver's License
Marital Status:	Married, 2 children

EXPERIENCE

AL ASWAD TRADING & CONTRACTING COMPANY LIMITED – ASWAD GROUP

AUG 2023 – JULY 2025

Business Development Manager

- Developed and executed sales strategies that expanded Aswad Group's footprint in aviation fueling, structural steel, and EPC projects, driving 22% revenue growth over 2 years.
- Built and managed relationships with key oil & gas, industrial, and aviation clients, securing repeat business contracts valued at SAR 180 million.
- Led proposal preparation, contract negotiations, and deal closures, successfully winning 12 high-value EPC contracts across aviation fueling, storage tank, and structural steel projects.
- Conducted market research and competitive benchmarking to identify new EPC opportunities in aviation fueling and industrial infrastructure, enabling entry into 3 new regional markets.
- Coordinated cross-functional teams (engineering, procurement, finance, and construction) to deliver competitive bid packages, increasing tender win rate by 18%.

JAN 2022 – AUG 2023

Project Manager / Estimator

- Analyzed RFQ documents and project plans to define scope and develop detailed cost, material, and labor estimates for EPC projects valued at SAR 250M+.
- Prepared accurate manhour and resource calculations, reducing bid errors by 15% and improving cost predictability.
- Built and maintained strong relationships with vendors and subcontractors, negotiating procurement packages that achieved 10% cost savings on key materials and equipment.
- Managed multiple vendor bids, performed comparative analysis, and recommended optimal solutions, supporting the award of 8 major contracts across aviation fueling and structural steel projects.
- Presented estimates and project execution plans to senior management and stakeholders, improving decision-making efficiency and accelerating bid submission timelines by 20%.

DEC 2019 – DEC 2021

Project Manager

- Directed construction activities for aviation fueling and storage tank EPC projects worth over SAR 200M, achieving PHO and final handover on schedule.
- Monitored project timelines and implemented proactive risk mitigation, resolving critical site issues and reducing schedule delays by 12%.
- Led stakeholder meetings during the operation and maintenance period, improving client satisfaction and ensuring zero major disputes or claims.
- Delivered complete project closeout documentation (as-built drawings, data books, O&M manuals), achieving 100% compliance with FIDIC and client specifications.
- Oversaw testing, commissioning, and vendor coordination, ensuring smooth handover and performance validation during the defect liability period.

JAN 2018 – NOV 2019

Project Coordinator

- Coordinated schedules, resources, and documentation for aviation fueling and EPC projects valued at SAR 120M, ensuring milestones were consistently met.
- Liaised between clients, contractors, and internal teams to resolve technical issues, enabling on-time delivery of 95% of project milestones.
- Performed quantity surveying and re-measured BOQs, identifying discrepancies that reduced cost overruns by 8%.
- Managed contract variations worth SAR 15M, securing approvals without delaying project progress.
- Streamlined project deliverables and documentation, reducing administrative errors by 20% and accelerating client approvals.

JAN 2015 – DEC 2017

Project Engineer

- Supported EPC delivery of the KAIA New Fuel System project, coordinating site activities with the main contractor for works valued at SAR 180M.
- Investigated construction delays, implemented corrective measures, and reduced schedule slippage by 10%.
- Coordinated with subcontractors for the construction of foundations, pipe supports, and structural steel works, ensuring compliance with engineering specifications.
- Managed interim payment certificates and updated project cash flow, enabling the timely release of SAR 40M+ in progress payments.
- Attended quality and progress meetings, contributing to early detection and resolution of site issues.
- Participated in HAZOP and SIL 2 workshops for the KAIA New Fuel System, strengthening risk controls and ensuring operational safety compliance.
- Closed out non-conformance reports and site instructions, improving audit readiness and reducing repeat incidents by 15%.

NOV 2012 – DEC 2014

Junior Mechanical Engineer

- Contributed to EPC delivery of API 650 vertical welded steel storage tanks, supporting projects with a combined capacity of 120,000+ m³ and ensuring compliance with international standards.
- Prepared material submittals and coordinated procurement with vendors, facilitating the timely supply of SAR 100M+ worth of mechanical and electrical equipment.
- Reviewed manufacturer data books, inspection plans, and procedures, ensuring adherence to quality standards and accelerating approval timelines by 15%.
- Collaborated with draftsmen on shop drawings and coordinated with subcontractors, reducing design-to-construction turnaround by 3 weeks.
- Monitored subcontractor performance and site execution to ensure strict compliance with project specifications and safety requirements.
- Supported the procurement and evaluation process for equipment packages, contributing to cost savings of 7% through vendor negotiations.

JAMAHER CONTRACTING COMPANY LIMITED – RIYADH, SAUDI ARABIA

OCT 2008 – SEPT 2012

Mechanical Engineer

- Reviewed HVAC, firefighting & plumbing BOQs.
- Reduced procurement costs by 8% via RFQ management.
- Contributed to MEP contract awards worth SAR 50M+.

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

AUG 2007 – SEPT 2007

Mechanical Engineer Trainee

- Trained in HVAC, plumbing, and firefighting design under NFPA, ASHRAE, SMACNA standards.
- Performed cooling load calculations 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 Honor's Award Spring Semester 2006 Final Year Project: Designed and constructed an unmanned aerial vehicle (UAV)

CERTIFIED TRAININGS

- Operation & Maintenance of Fire Suppression System at Fuel Farm – Jun 2019
- Operation & Maintenance of Electric Driven Centrifugal KSB Pumps – Aug 2019
- Aviation Fueling Operations (Fuel Receipt, Jet A-1 Storage Tanks, Filtration, Closed Sampling System, Slop System, Horizontal Tanks) – Sep 2019
- CAT C27 & 3516 Gen-Sets Operation & Maintenance – Oct 2019
- Operation & Maintenance of SCADA (Process & Safety Automation System) – Jan 2019
- Tank Gauging System & Field Instrumentation – Nov 2019

SOFTWARE SKILLS

- **Project Planning & Scheduling:** Oracle Primavera P6 | Microsoft Project | MS Office Suite
- **Design & Drafting:** AutoCAD | Autodesk REVIT
- **Engineering Analysis & Simulation:** Intergraph TANK | Intergraph CAESAR II | HAP | Working Model 2D
- **Programming & Technical Computing:** MATLAB | JAVA | Mathematica | Abacus

LANGUAGES

- Arabic: Native
- English: Fluent
- Dutch: Intermediate
- French: Basic

MEMBERSHIPS

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

PMP CERTIFICATION

- Project Management Professional – Formerly Certified

REFERENCES

Available upon request