



Gilbert Ward

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High-energy professional, backed up by strong academic engineering background and advanced managerial skills, who enabled world-class projects execution across Europe and Middle East.

Strategic problem-solver who envisions smart solutions and executes with urgency across all levels of the organization.

Outstanding strategist with a track record of success in highly competitive Contractors and Developers environments.

High technical skills in challenging design, scope of works, contracts terms, technical specifications, commercial practices and business processes.

Strong business acumen and commercial awareness with relevant experience in planning, managing projects' contracts, cost and procurement procedures. Bring substantial expertise in managing risks and function independently as a primary commercial advisor.

Perfect leadership in directing cross-functional teams, projects and location simultaneously while ensuring sustainability, safety standards and, risk-free.

Strong interpersonal skills and exceptional relationship management experience leading to effectively liaise with a diverse range of clients and key stakeholders.

PROFESSIONAL EXPERIENCE

REGIONAL REPRESENTATIVE / MANAGER

(COMMERCIAL / CONTRACT & PROCURMENT)

Turali – Turkey

01/2019 – Present

- Responsible for all phases of the contracts and constructions' cost process
- Administrate and execute all sorts of contracts
- Lead on contract negotiations, improve terms and conditions and resolve any kinds of disputes that may arise.
- Manage procurement policy and procedures throughout project lifecycle.
- Manage contractors' direct cost payment requisitions and budget status, review of subcontracts, bonds/subcontractor default insurance, review of change orders, review of Developer's monthly Job Cost Reports, opine on adequacy of contingency, review of lien waiver and other documentation submitted by the Developer
- Creates action plans to meet objectives, budget and schedule.
- Implements change management routines to assess change requests, make recommendations, secure client approvals, and issue change orders
- Identifies project delivery resources from pre-qualified lists or through individual project qualification process; conducts standard to complex request for proposals; completes bid analysis; leads evaluation interviews,

PROJECT MANAGER

(COMMERCIAL / CONTRACT & PROCURMENT)

Majid Al Futtaim – UAE, Lebanon, Syria, Bahrain

08/2011 – 12/2018

- Responsible for all phases (developing, planning and managing) of the contracts and constructions' cost process of highly complex construction and/or refurbishment projects, or series of projects, generally in the range of \$500 million or more in cumulative budget responsibility
- Manage, Administrate and execute all sorts of contracts.
- Lead on contract negotiations, improve terms and conditions and resolve any kinds of disputes that may arise.
- Develop and Manage procurement policy and procedures throughout project lifecycle.
- Provide all sorts of procurement analysis such as bid versus buy analysis and provide bid tabulation report.
- Manage and execute projects Bids/POs, insure timely delivery, materials and equipment quality.
- Oversees, develops and manages work of project team(s) comprised of facility administration, project coordinators, general contractors and contracted consultants responsible for developing project scope, budget and schedule
- Demonstrates a knowledge of projects & project management within the context of business results (business case, larger economic implications, business risk, etc.)
- Provide advanced technical solutions through "Value Engineering exercises" leading to eliminate stressors, identify potential barriers, bring new and novel design and materials to the project, limit risks, and keep costs low.
- Develop & maintain throughout project cycles, Cost Controls and accurate Cost Estimation with a focus on avoiding cost overrun
- Implements change management routines to assess change requests, make recommendations, secure client approvals, and issue change orders. Assesses change requests to determine impacts to scope, budget, schedule, quality and risk
- Reports status and variances. Creates action plans to meet objectives, budget and schedule
- Asses upgrade requirements to the ERP/SAP systems and take a lead role in setting development requirements.

PROJECT MANAGER

(COMMERCIAL / CONTRACT & PROCURMENT)

Past Experience with EPC international contractors

07/2000 – 07/2011

Mouawad & Edde.....Lebanon & MEA
Matta & Associates.....Lebanon & MEA
SPAN Construct.....United Arab Emirates
Batco-Cavaglia.....Bahrain
Setelcom.....France, Sweden, Jordan

- Manage, Organize and facilitate the complete construction cost process for all managed developments, from planning through to delivery.
- Responsible for Procurement Management, Contract Management, Contract Administration, Change Management and contingency management
- Executed all pre-construction, construction, quality control, and post construction responsibilities.
- Lead on Cost Management from estimating and budgeting, cost tracking and contingency management through closeout
- Developed construction budget and ensured adherence to financial plans.

EDUCATION

- **UNIVERSITY OF BORDEAUX - FRANCE**
BS - Civil Engineering - Mechanics
- **LA SAGESSE - LEBANON**
B Tech. Civil Engineering
- **FRANCEL COLLEGE**
AAS - Computer software programming

CERTIFICATION AND TRAINING

- Real Estate Management (George Washington University)
- Project Management Professional (American University)
- FIDIC (American University)
- ISO 9001 (Bureau Veritas)
- Commercial Acumen (ICTN)
- VAT Compliance (PWC)

SKILLS and/or ABILITIES

- Advanced skills with Microsoft Office Suite, Oracle, SAP, Ariba, MS Office, AutoCAD,
- Knowledge in MS Project, leases, contracts, and construction practices.
- Ability to speak, read, write and understand English, French and Arabic
- Knowledge of the entitlement/permitting process and construction delivery methods and agreements.
- Familiarity with construction best practices, general building codes, and various building types and systems.
- High professionalism in contract management, contract administration, cost estimation, cost control, cost management, procurement management,
- Great track record in efficiency and maximization of profits while keeping costs at a minimum
- Passion for being detail oriented and highly organized
- Excellent Communicator
- Skilled in planning, organization and time management
- Resourceful and flexible
- Able to meet deadlines
- Confident and reliable at all times
- Great problem-solving skills
- Can comfortably manage any construction scale and activity
- Able to make sure that all the project requirements have been met in regard to cost, quality, and safety

PERSONAL INFORMATION

Date of Birth: 15-03-1972
Marital Status: Married

Number of dependent: 1
Driving License: Lebanon & UAE

Nationality: Lebanese
