



Wael Shehata

Commercial Manager

MSc, BSc, ACI Arb, MAIQS

SKILLS

- > Commercial management
- > Contract administration
- > Valuing variations and contractual claims
- > Cost reporting and forecasting
- > Budget estimation
- > Resource planning
- > Contract reviews and assessments
- > Design change management.

CREDENTIALS

- > Master of Science (Quantity Surveying)
- > Project Management Diploma (PRMG)
- > Bachelor of Science (Civil Engineering)
- > Member, Royal Institution of Chartered Surveyors
- > Member, Australian Institute of Quantity Surveyors
- > Certified Quantity Surveyor
- > Associate, Chartered Institute of Arbitrators.

PROFILE

Harnessing two decades of experience, Wael is a committed and innovative commercial and contract manager who has successfully managed teams in Australia, Dubai, Egypt and Iraq. With a background in civil engineering, quantity surveying and project management, he has managed individual projects worth up to \$650 million and delivered significant projects with a combined value in excess of \$2 billion.

Possessing an intimate cross-industry knowledge and expertise, Wael is an effective communicator and motivator of diverse teams. He can manage financial processes on projects, from setting budgets, cost control and reporting, cashflow forecasting, and data consolidation.

Wael is a highly skilled professional with extensive experience in managing commercial processes in the various stages of a project. In the pre-contract stage, he plays a crucial role formulating effective procurement strategies and reviewing requests for quotation. Wael is adept at preparing draft agreements and conducting comprehensive bid commercial evaluations, and he demonstrates his expertise in negotiations with bidders, preparing recommendations for the award, and executing contracts by issuing letters of acceptance.

He also excels in administration of head contracts and subcontracts and efficiently manages design changes to ensure compliance with contractual obligations. Wael's meticulous approach extends to managing and preparing claims and variation submissions, safeguarding the interests of the project and the organisation. His strong focus on contract compliance ensures all aspects of the project align with the terms and conditions.

Wael consistently delivers outstanding results in managing the complexities of commercial operations. His expertise in navigating contractual requirements, administering contracts, and effectively handling claims and variations contribute to the overall success and profitability of the projects he undertakes.

Years of
experience

20



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KEY PROJECT EXPERIENCE

Project EnergyConnect

Associate Director – Commercial

\$2.4b

Jul 2022 – Present

SecureEnergy

The construction of three substations and 750km overhead transmission line.

Key achievements:

- > Solely responsible for the management of the subcontract team in the pre-contract and post-contract stages for all three substations at Dinawan, Wagga Wagga and Buronga - which will become Transgrid's largest substation, converted from the existing 220kV to 330kV.

Tilal Al Ghaf, Dubai

Commercial Manager

US\$330m

Aug 2020 – Jan 2022

Al Shafar Group

The construction of Harmony 1, a gated community of 243 four- and five-bedroom bungalows in Dubai. Shared amenities include pools, sport and fitness facilities.

Key achievements:

- > Managed the commercial team and all contractual and commercial matters
- > Assisted the Project Manager/Director to implement project-specific cost control processes to meet profitability and other commercial goals
- > Prepared monthly cost reporting and forecasting
- > Assisted in the preparation of budget estimates, resource planning, and contract reviews and assessments
- > Monitored and managed scope changes, managed contract change orders, and reviewed variation orders from a commercial point of view.

Expo 2020 Dubai

Commercial Manager

US\$378m (combined)

Aug 2015 – Jul 2020

Al Shafar Group

The construction of the Sustainability Pavilion, Opportunity Pavilion, Morocco Pavilion and Pakistan Pavilion for Expo 2020 Dubai, including roads and utilities.

Key achievements:

- > Managed the commercial team and all contractual and commercial matters
- > Assisted the Project Manager/Director to implement project-specific cost control processes to meet profitability and other commercial goals
- > Prepared monthly cost reporting and forecasting
- > Assisted in the preparation of budget estimates, resource planning, and contract reviews and assessments
- > Monitored and managed scope changes, managed contract change orders, and reviewed variation orders from a commercial point of view.

KEY PROJECT EXPERIENCE

Bluewaters Island, Dubai

Commercial Manager

US\$450,

Jul 2013 – Jul 2015

Al Shafar Group

Joint venture (with KIER) for residential and infrastructure construction project in Dubai.

Key achievements:

- > Oversaw the construction of ten residential buildings with common podiums, garages and retail spaces
- > Managed the development of infrastructure components including internal roads and utilities
- > Managed the commercial team and all contractual and commercial matters
- > Assisted the Project Manager/Director to implement project-specific cost control processes to meet profitability and other commercial goals
- > Prepared monthly cost reporting and forecasting
- > Assisted in the preparation of budget estimates, resource planning, and contract reviews and assessments
- > Monitored and managed scope changes, managed contract change orders, and reviewed variation orders from a commercial point of view.

Marassi Project Villas and Hotel, Sidi Abdel Rahman, Egypt

Senior Contract Administrator/Contract Manager

US\$60m

Sep 2006 – Jun 2013

Contract International Inc.

(Orascom)

The construction of villas and hotels in Sidi Abdel Rahman, Egypt.

Key achievements:

- > Prepared notifications and detailed information for variations and claims
- > Interacted with client representatives, project management consultant and contractors on contractual matters
- > Negotiated with subcontractors to resolve contractual issues and finalise subcontract agreements
- > Prepared subcontract agreements
- > Prepared monthly applications for interim payment and submitted them to the client.

American University

Senior Quantity Surveyor

US\$120m

Sep 2003 – Aug 2006

Samsung C&T Designation

The construction of a new campus in New Cairo, Egypt.

Key achievements:

- > Quantified and prepared take-off sheets
- > Issued requests for information to the engineers
- > Prepared payment applications and variation submissions.

WORK HISTORY

Anvelo Pty Ltd	Commercial Manager	Apr 2022 – Present
Bathla Group	Senior Contract Administrator	Jan 2022 – Apr 2022
Al Shafar Group	Commercial Manager	Jul 2013 – Jan 2022
Contract International Inc. (Orascom)	Senior Contract Administrator, Contract Manager	Sep 2006 – Jun 2013
Samsung C&T Designation	Senior Quantity Surveyor	Sep 2003 – Aug 2006

LANDMARK PROJECTS

Project EnergyConnect	Associate Director – Commercial	Jul 2022 – Present
Tilal Al Ghaf, Dubai	Commercial Manager	Aug 2020 – Jan 2022
Expo 2020 Dubai	Commercial Manager	Aug 2015 – Jul 2020
Bluewaters Island, Dubai	Commercial Manager	Jul 2013 – Jul 2015
Marassi Project Villas and Hotel, Sidi Abdel Rahman, Egypt	Senior Contract Administrator/Contract Manager	Sep 2006 – Jun 2013
American University	Senior Quantity Surveyor	Sep 2003 – Aug 2006