**MOHAMMED DAHOUK** PhD, Chemical Engineering

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* + **Career Brand:** Highly Qualified Senior Operations Director with over 30 years’ experience in the areas of strategic operational planning, project management, proposals management and engineering leadership for water desalination, conditioning and domestic waste water industries across USA, Europe and Middle East.
  + **Strategic Project Management:** Competent in providing strategic focus and direction while ensuring on-time delivery of critical projects, implementing risk analysis procedures for all new projects prior execution to understand the critical items/ dates and ensuring a smooth project execution.
  + **Leadership and People Management:** Expertise in developing and implementing action plans to improve individual and team performance involving implementation of remuneration procedures for all projects’ personnel, enabling them to share profit thereby increasing profitability and employee motivation.
  + **Contracts Management and Procurement:** Instrumental in aligning head contract requirements and determining optimum strategy for procurement, preparing Commercial Risk Management Plan (CRMP), Procurement Management Plan (PMP) and Commercial Risk Mitigation Strategy (CRMS) with project deliverables.
  + **Process Optimization & Cost Control: :** Instrumental in aligning head contract requirements and determining optimum strategy for procurement, preparing Commercial Risk Management Plan (CRMP), Procurement Management Plan (PMP) and Commercial Risk Mitigation Strategy (CRMS) with project deliverables
  + **Operational Planning & P&L Responsibility:** Establishing objectives, policies and operating plans to enhance profitability, productivity and efficiency of divisions to achieve corporate goals. Track record of maintaining a positive P&L beyond the yearly set budget as well as over-achieving the conversion ratios of net profit against executable revenues.

**CORE COMPETENCIES**

▪Strategic and Operational Direction ▪Project Mobilization Activities ▪Resource Management & Optimization ▪Organizational Restructuring and Transformation ▪Project Governance & Control ▪Risk, Opportunity and Issue Management ▪Assessing Variations and Claims ▪Team Leadership and Training ▪Delivery of Key Performance Indicators ▪ Business Process Optimization ▪ Statutory Health and Safety Regulations ▪ Exceed Revenue and Profitability Targets ▪Client /Stakeholder Relationships ▪

**KEY ACHIEVEMENTS**

* + Entirely responsible for establishing a fully-fledged engineering department for Metito Engineering Ltd in Cyprus and Metito Arabia Industries in Saudi Arabia, as well as an engineering department in Pune India for Metito Overseas Ltd.
  + Successfully implemented a procedure (between project management and procurement) to achieve a total saving of 3-5% on all equipment and material costs  for all projects in-hand as compared to the rationalized budgets. Effectively reduced the site return for auxiliary material below 10% (Pipes, nuts, bolts and etc.)
  + Played a key role in improving the performance of project managers by implementing weekly meeting to ensure all project requirements are met, resulting in a zero total liquidated damage and zero delay penalties.
  + Improved engineering performance by assigning the right experienced engineers for every project to understand the requirement; further resulting in less than 10% returns of documents from clients due to reasons attributed to the company.
* Adroitly set targets for all Senior Managers/ Managers to maintain a positive cash flow 90% of the time by improving invoicing and timely conflict resolution internally and or with clients/consultants.

**CAREER HISTORY**

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| **Multiple Organizations** | **Apr 2016 – Present** |
| Consultant |  |

* Currently serving as an Engineering and Project management specialist for AquaTech KSA since October 2016.
* Served as an Engineering and Project Management Specialist within GLG council USA for the period between April 2016 and March 2017.
* Established budget, project schedule, job specifications, and coordination procedures to be applied to the projects.
* Implemented improved processes and management methods to generate higher ROI and workflow optimization.

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| **METITO (Overseas) Ltd., Sharjah, UAE** | **Sep 2000 – Nov 2015** |
| Group Operations Director |  |

* Directed the technology up gradation projects primarily in the areas of engineering & project management, process and mechanical design, bids preparation, commissioning and plant trouble shooting.
* Monitored activities of project management, engineering, procurement, site services, QA/QC, HSE, commissioning, and operation and maintenance.
* Effectively managed multi-disciplined activities of the operations department and also prepared year end reports for presentation to the board of directors.
* Interacted regularly with executive team to ensure that department’s operational priorities are aligned with total company direction.

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| **METITO Arabia Ind. Ltd Riyadh, Saudi Arabia** | **Apr 1996 – Sep 2000** |
| Vice President – Operations |  |

* Implemented the strategy in terms of technology, schedule, and target cost, engineering, procurement, subcontracting, construction and pre-commissioning / commissioning and start-up assistance.
* Played a focal role in managing and supervising multi-disciplinary activities of the operation department by guiding and counseling staff and ensuring compliance with customers’ need as well as quality.
* Prepared year end reports for presentation to the President and Board of Directors and directly reported to the President on day-to-day activities and performance.
* Coached, mentored and developed those teams and ensured robust succession planning through reviews and promotions of direct reports within their business unit and the broader organization.
* Collaborate with IT and Accounting on software and information systems and procedures that will improve accuracy, timeliness and access to data providing useful information for planning, evaluation and decision making.

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| **METITO Arabia Ind. Ltd. Riyadh, Saudi Arabia** | **Mar 1993 – Mar 1996** |
| Assistant Vice President - Engineering & Projects |  |

* Efficiently led multi-discipline personnel within engineering and projects departments and engaged in design, execution, installation, and commissioning of Nation-wide projects within Saudi Arabia.
* Responsible for developing/upgrading standard systems and documentation as well as reporting to President on day-to-day activities.
* Established objectives, policies and operating plans to enhance profitability, productivity and efficiency of divisions that achieve corporate goals.
* Prepared project objectives, policies and strategies, the coordination procedure among company and the project operation centers.

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| **METITO Engineering Ltd. Nicosia, Cyprus** | **Nov 1991 – Feb 1993** |
| Contracts Manager |  |

* Supervised and coordinated the activities of contracts and design department.
* Monitored the working of the personnel on multi-disciplined areas including projects design, execution, installation, and commissioning.
* Coordinated and supervised all contacts with suppliers, subcontractors, inspection agencies, insurance companies, local authorities.

**EARLY CAREER**

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| **Al-Kawther Industries Ltd. Jeddah, Saudi Arabia** | **Jan 1987 – Sep 1991** |
| Engineering Manager – Water and Sewage Treatment |  |
| **Al Kawther Industries Ltd., Jeddah, Saudi Arabia** | **Jan 1985 – Dec 1987** |
| Senior Process / Mechanical Engineer |  |
| **Al Kawther Industries Ltd., Jeddah, Saudi Arabia** | **Jan 1984 – Dec 1984** |
| Project Engineer |  |
| **Al Kawther Industries Ltd., Jeddah, Saudi Arabia** | **Jan 1983 – Dec 1983** |
| Process Engineer |  |
| **Associated Kellogg Limited Calgary, Alberta – Canada** | **Jun 1981 – May 1982** |
| Associate Process Engineer |  |
| **University of Calgary, Calgary, Alberta – Canada** | **Sep 1979 – Dec 1982** |
| Research Assistant & Grad. Student |  |

**EDUCATIONAL QUALIFICATIONS**

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| **Ph.D. Chemical Engineering** | **2014** |
| Madison Hills University |  |
| **MSc. in Chemical Engineering** | **1982** |
| The University of Calgary |  |
| **BSc.in Chemical Engineering** | **1979** |
| The University of Calgary |  |

**MEMBERSHIP**

* Member of Lebanese Engineers Association.
* Member of the Saudi Council Of Engineers.
* Member of International Desalination Association (IDA).

**PERSONAL DETAILS**

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| **Date of Birth:** 15th Jan, 1956 | **Nationality:** Canadian |
| **Marital Status:** Married |  |

***References available on request***