

Mohamed Katergi

Executive MBA | BE in Electrical Engineering | Commercial Manager/Acting Project Manager

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SUMMARY

Around 25 years of experience in the Middle East in various disciplines related to electrical engineering. Earned EMBA in 2015. Hardworking and of high ethical standards in dealing with customers and colleagues alike. Excellent communications, negotiations, leadership and conflict resolution skills. Tri-lingual (Arabic, English, and French) and currently learning German.

Computer literate with the ability to learn the use of new software tools easily. Highly experienced in the use of MS Office (Excel, Word, PowerPoint, Project), AutoCAD, MindManager, Photoshop. Appropriately experienced in the use of SAP, Primavera, MATLAB, and ECODIAL.

Worked in several industries starting with engineering, then construction and currently utility management. My experience ranges from design and supervision to contract administration and commercial and project management. My dedication and focus enabled me to carry out several duties and responsibilities in addition to my nominated roles. Self-starter with strong interest in bringing innovation and digital transformation culture to the workplace. My management style is based on inspiration, encouragement and strong leadership.

SKILLS

General Management • ERP • CRM • Planning • Scheduling • Negotiations • Business Development • Designing Business Processes • Project Control • Commercial Management • Analysis • Financial Reporting • Forecasts • KPIs • Electrical Engineering • Electrical Construction • Project Management • Contract Administration • Engineering • Submittals • Estimation • Supervision • Electrical Installations • Fire Alarm • CCTV • Access Control • Electrical Software Tools • Shop Drawings • Site Inspection • Testing & Commissioning • Street Lighting • Maintenance • Utility Management • Smart Metering • EPC • Site Supervision • Hardworking • Ethical • Leadership • Conflict Resolution • Self-starter • Digital Transformation • PPP • Innovation • Knowledge Sharing • Motivation • Team Player • Strategic Thinking

PROFESSIONAL EXPERIENCE

Arabian Construction Co. (www.accsal.com)

📍 Gefinor Center – Block C, Hamra, Beirut, Lebanon

Assisting ACC in diversifying its portfolio into the electrical utilities sector through finding the appropriate industry partners, putting in place the corresponding contracts and agreements, and venturing into relevant projects. Building a network of international utilities consultants, software solution providers, smart meters manufacturers, etc. to deliver the required tasks efficiently.

Acting Project Manager

📅 January 2022 – Present

Delegated by ACC to KVA s.a.l., a joint venture between ACC and Khatib & Alami CEC, which has a circa \$400M project with Electricity of Lebanon (EDL) for distribution services. The project is called Distribution Service Provider (DSP) and its scope of works is to design, implement, operate, and maintain a distribution network with customer and metering services in Beirut and the Bekaa Valley.

Assigned, since January 2022, to take over the role of acting project manager of DSP project in addition to the original role, thus becoming in charge of the company's contract and 550 strong manpower and running the operation during a crucial period in Lebanon and under difficult economic, financial and operational conditions.

Undertaken Project Management Activities:

- Representing the company with the client, local authorities, international associates
- Overseeing, directing, and monitoring the execution of periodic operation and maintenance plan
- Mobilizing and assigning the appropriate resources
- Planning and setting the procurement strategy in line with the company's financial capabilities and the requirements of the client and customers
- Protecting the company interests while monitoring changes to scope of works and the environment surrounding it
- Performing other administrative and personnel duties

Commercial Manager – Utilities

📅 May 2012 – Present

Took the lead in the establishment and set up of KVA by building the company organization structure, designing the business processes across most of the functional units, assigning the roles and authorities for the various activities, etc. all with an eye on the project budget and time constraints. Headed the commercial unit taking care of project control and quantity survey.

Performed Commercial Management Activities:

- Measurement
- Invoicing
- Subcontractors
- Analysis
- Financial reporting
- Cash flow studies and forecasts

Undertaken General Management Activities:

- Setting workflows for ERP/CRM applications
- Planning and scheduling
- Leading negotiations for key purchases related to advanced metering
- Business development
- Negotiation/agreements /subcontracts

In addition to the above, also leading the smart meters installation scope through which KVA is deploying more than 250k smart electricity meters in Beirut and the Bekaa Valley. Worth noting that the deployment of smart meters is a long process, yet a fast-track mission, which starts with customer survey and ends up with installation of pre-assembled meter panels, whereas the acceptance of the works by EDL and corresponding payment are governed by a set of continually measured KPIs.

Senior Electrical Engineer

📅 June 2005 – May 2012

Performed the following activities as a Senior Electrical Engineer in construction:

- Electrical construction and project management, including planning and scheduling
- Management of subcontractors and contract administration through FIDIC-based contracts
- Production of electrical shop and execution drawings
- Preparation of value engineering exercises to optimize system performance and generate cost savings
- Preparation of electrical material submittals
- Negotiations and procurement
- Coordination with Authorities, Engineers, Consultants, and subcontractors
- Estimation

Major Projects: The Platinum Tower – Beirut, Lebanon: 35-Storey residential tower, \$94m, 6MVA • Wadi Hills Residences – Beirut, Lebanon: 6-Storey, 7-building complex, \$49m, 3MVA • Salaheddine Hotel and Resort – Erbil, Iraq • The Eighth Gate – Yaafour, Syria: Four 5-storey office buildings

LACECO (www.laceco.me)

📍 Korom Center, Dimitri Hayek Street, Sin El Fil, Mt. Lebanon, Lebanon

Had the opportunity to ramp up my career during the construction boom in Lebanon by working as an electrical engineering consultant in its two fields, design and supervision.

Senior Electrical Engineer

📅 January 1998 – June 2005

Designed the electrical installations for various projects and types of projects (stadia, universities, campuses, residential compounds, towers, mini-cities) covering the various electrical trades (Electrical LV and LC infrastructure, lighting, power, low current, fire alarm, CCTV, BMS, access control), reviewed and/or put down the corresponding specifications, BOQs, all using the appropriate software tools and having in mind the cost and time efficiency.

Also supervised the execution of electrical works of various types of projects including shop drawings review, site inspection, as well as testing and commissioning.

Major Projects: Al Abdali – A New Downtown for Amman (\$75M total cost, Amman, Jordan) • Lebanese University Campus – Fanar (7MVA, four faculties, 12,500 students, \$55M) • Saida Municipal Stadium (\$16M, 2MVA) • Tripoli Stadium (\$19M, 22,000 seats) • Baalbeck Stadium • Fouad Chehab Municipal Stadium • New Amman Downtown (\$75M total project cost, Amman, Jordan) • Jabal Omar Development Project – Competition (\$350M infrastructure, Mecca, KSA) • Jeddah Sport City (Jeddah, KSA) • Beirut and Entrances Street Lighting Maintenance (\$2.5M) • Lebanese University Campus – Hadath (\$200M, 20MVA, 19,000 BMS points) • Saida Municipal Stadium • Sheraton Coral Beach Hotel and Resort (\$33M, 214 rooms)

EDUCATION

Education is not only about knowledge acquisition, but also about timing and method of acquisition. Gladly acquired my higher education when it was mostly needed and meaningful.

ESA Business School/ESCP Europe (www.esa.edu.lb)

📍 Clemenceau St., Hamra, Beirut, Lebanon

- Executive MBA

📅 September 2015

American University of Beirut (www.aub.edu.lb)

📍 Bliss St., Hamra, Beirut, Lebanon

- BE in Electrical Engineering
- Winner of the Dean's Award for Creative Achievements

📅 June 1997