

## Feisal Hammadi

SCT business development and contract manager

Industrial Management (BSc.)

Master of Business Administration (MSc.)

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More than 24 years of experience of management and business development in oil & gas industries (offshore & onshore projects, drilling rigs construction, project management and supervision)

### PROFESSIONAL SKILLS AND INTERESTS

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- Developing contracting strategies
- Business development and process set up
- Designing and optimization of various contracts and procurement chain structuring
- Claims management and counters
- Contract engineering

### PROFESSIONAL EXPERIENCES

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ORGANIZATION	PLACE	DURATION
<b>SUPERIOR CUTTER TECHNOLOGY START UP</b>	Tehran, Iran	
Job Title	Job Description	
Business Development Manager	Responsible for developing goals and team and business growth, identifying and mapping business strategies, identifying new opportunities for business	2018-Present

ORGANIZATION	PLACE	DURATION
<b>PHELAN ENERGY GROUP CO.</b>	Tehran, Iran	
Job Title	Job Description	
CONTRACT MANAGER (REMOTE)	In charge of company's contractual and legal matters for the PV solar power plants development and construction in Iran	2017-Present

ORGANIZATION	PLACE	DURATION
<b>PETROFAC INTERNATIONALCO.</b>	Sharjah-UAE & Shanghai-China	
Job Title	Job Description	
CONTRACT ENGINEER (PARTIALLY REMOTE)	As part of Client's PMT for construction of DP3 derrick pipe-laying vessel in China, Contribution in arbitration process and pre-award contractual review and clarification	March 2014 – May 2019

ORGANIZATION	PLACE	DURATION
<b>AKAM ADAK MARINE TRADING FZC</b>	Shanghai-China	
Job Title	Job Description	
BUSINESS DEVELOPMENT MANAGER	Identifying market demands in oil & gas drilling projects and creating business models to respond to it utilizing co.'s potentials Promoting co.'s market involvement by establishment of new cooperation structures with prospective clients Supervision of tender participation process Drafting and reviewing contracts	January 2012– March 2014

ORGANIZATION	PLACE	DURATION
<b>AKAM ADAK MARINE TRADING FZC</b>	Shanghai-China	
Job Title	Job Description	
PROJECT MANAGER AND CONTRACT ENGINEER	Management and supervision of DP2 derrick pipe-laying vessel construction project	March 2009 – December 2011

ORGANIZATION	PLACE	DURATION
<b>IRAN MARINE INDUSTRIAL COMPANY (SADRA)</b>	Tehran, Iran	
Job Titles	Job Description	
CONTRACTS MANAGER FINANCE & ACCOUNTING MANAGER SENIOR AUDITOR	Structuring, appraising and updating the contract strategies given the developments in trade and industry and lessons learnt from previous projects. management of all accounting affairs of the -Samsung consortium and contract administration for South Pars gas field offshore development project	Dec. 1996- March 2009

## **TRAINING COURSES ATTENDED**

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TRAINING COURSE DESCRIPTION	PRESENTED BY
Project Finance	International Consultants & Contractors Association of Iran
Banking, Insurance & Transportation	International Consultants & Contractors Association of Iran
Contract Administration	Project Management & Controls Co. (Projects), Iran

## **LANGUAGES**

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English	Fluent
Persian	Native
Arabic	Native
Spanish	Moderate
Chinese	Basic conversation