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- **Objective**

An executive position within a professional group with emphasis on strategic planning; venture / project development , planning, budgeting, financing, implementation , monitoring & control ; and in associated local, regional and international business development.

- **Professional Experience**

Senior Vice President, Direct Investment – Privatization Holding Company – (May 08 – Present)

Reporting to the Managing Director & President; responsibilities include :

- Overseeing the activities of the direct investment department (Private Equity investments and PPP/BOT Project Development) covering all related technical, commercial and financial aspects.
- Preparation of Investment Briefs, Information Memoranda, Preliminary Due Diligence Reports and Investment Analyses to the Board for the respective investment opportunities and development projects
- Preparation of Quarterly Status Reports to the Board and interaction with investee companies and project stake holders
- Preparation of detailed Annual Activity Reports to the Board and for the Annual Reports/Financial Statements
- Hands-on preparation of corporate Strategic Plans and related Board presentations
- Liaison with strategic / consortia partners, as well as with consultants, advisors, financial institutions and government agencies relating to PPP/BOT projects
- Active participation with related consortia partners in the preparation and submission of Pre-Qualification documents, and thereafter, Proposals and Bids for major development / infrastructure projects (covering primarily Power Stations, Waste Water, Utilities, Renewable Energy) in Kuwait and the MENA region. Such projects's budgets were in \$ Billions
- Served on the Board of Directors of sister companies in the group

Business Development & Commercial Manager – Hill International –(March 07 – May 08)

Reporting to the Senior Vice President & regional Managing Director; responsibilities include :

- Business development efforts relating to Program/Project Management encompassing infrastructure, environmental and industrial sectors covering Kuwait & Bahrain;
- Identifying and developing project leads and opportunities; developing relationships with potential public sector and private sector clients;
- Negotiating Teaming/JV Agreements; preparation of prequalification documentation; preparation of related commercial and technical proposals;
- Preparation , update and reporting of quarterly country /project budgets and financial results.

Venture Director –Al-Fada / Gulf Carbon Industries Co. Consortium (Kuwait) - (May '02 – February 07)

Reporting to the Managing Director. As part of the Project Development Team, responsibilities primarily included

- The preparation of Feasibility Studies to government agencies in resulting in obtaining related industrial licenses
- The preparation of Pre-Qualification Documents, Bids/Proposals, Information Memoranda, Due Diligence documentation (encompassing related technical, commercial, contractual, marketing & financial information)
- Preparing & conducting related presentations to potential institutional/private investors & financial institutions
- Developing Project Consortia (Off-takers, Technology Licensors, EPC contractors, Investors, Banks, Consultants). This effort entailed bidding , developing & floating major BOO industrial ventures in Kuwait with other regional GCC institutions, estimated at over \$ 400 MM.

Other activities included consulting (Set-up & maintenance of a Financial Accounting/Billing System) to a U.S. Firm, and its Subcontractor in Kuwait, for a major U.S. Government contract in Iraq valued at approx: \$100-\$160 MM.

Finance & Marketing Manager – Kuwait Catalyst Company (Kuwait) – (Dec '00 – Apr '02)

Reported to the Managing Director & General Manager of this Start-Up Hydroprocessing Catalysts & Specialty Chemicals private sector manufacturing company ; responsibilities included;

- Overseeing the activities of the Finance Dept. (5 professionals) including; developing an integrated budgetary control system, preparing periodic presentations & reports to the Board of Directors; preparing proforma and actual financial projections & statements to (and liaison) with financial institutions , and coordinating the procurement activity with international suppliers.
- Coordinating, with the Managing Director, the Marketing functions including; strategic planning, market penetration & development (principally the MENA region); commercial and technical efforts (with technology licensors & business units line managers, appointed agents, and institutional clients (principally refineries, petrochemical & power plants) pertaining to prequalifications, negotiating tenders & supply agreement; forging strategic alliances with financing institutions , technology licensors , EPC contractors and institutional clients relating to project development (refinery upgrades & process plants valued in the \$100s MM).
- Coordinating the implementation of an integrated MIS system (manufacturing, inventory control, QC, maintenance, marketing, accounting/finance & HR modules) with contractor(s) and departmental users.

General Manager – Cordoba Development Corporation (Abu Dhabi, UAE)- (Mar '99 – Dec '00)
Venture Manager - Security Products Group, Ltd. (SPG) (Abu Dhabi, UAE)- (Mar '99 – Dec '00)

Reporting to the Chairman & Dy. Chairman, responsibilities entailed:

- Overseeing the activities of an established medium sized engineering and contracting group (over 250) individuals, with a turnover exceeding Dhs. 300MM, notably the commercial, contractual, planning and budgetary & cost control functions of multi-sites (principally municipal projects), in addition to related business development efforts with multi-national firms, banks, consultants, and local/regional institutional clients.
- Preparation of Strategic Business Plans relating to launching an Electro-Mechanical contracting operation in Egypt in collaboration with international specialty firms. And, preparation with a multi-disciplined Project Team comprehensive "Investment Reports" comprising technical, commercial, marketing & financial analyses relating to major hotel refurbishment projects in Egypt & Yemen.
- Other responsibilities included developing business plans & private placement memoranda, feasibility studies, liaison with Free Zone authorities on regulatory issues, and project development efforts to launch an industrial and services venture valued at approx: \$20MM for an associated company, Security Products Group (SPG).

Senior Manager - Group Projects , Mannai Corporation - (Doha-Qatar) – (Jan '97 to Mar '99)

Reported to the Group Vice President and supervised a team of 18-20 professional and support staff. Responsibilities included;

- Business and Project development of major projects (typically in excess of \$100 MM) primarily in the oil & gas, energy, infrastructure & utility sectors: entailing interacting with senior officials of governmental and multi-lateral agencies, multi-national companies, financial institutions, and with prospective EPC contractors, consultants and consortia members; and developing and implementing appropriate joint ventures and service agency agreements.
- Overseeing the tender/proposal and procurement activities relating to such sectors (an on-going activity with an approximate annual turnover of \$20MM) including associated technical, commercial and contractual coordination with related principals , consultants , clients and governmental agencies.
- Preparation of divisional budgets, revenue and income forecasts, and participation in monthly budget and performance reviews with the corporation's executive management.

Director of Projects - American International Services Inc., (Washington DC Area)- (Jan' 94 to Jan '97):

Reported to the CEO , responsibilities entailed;

- Participation with international firms in partnering arrangements in the bids/proposals process to U.S. and other national & multi-lateral agencies relating to housing and institutional projects/facilities administered by the USACOE & US Navy in the Ukraine, Guantanamo Bay-Cuba, Kuwait and Qatar. (Est. \$100 MM).
- Business development; entailing the preparation of comprehensive pre-qualification documents, identification of projects, interaction with related agencies, A/E firms and potential contractors & partners.
- Development of business plans, proposals, feasibility studies and private placement memoranda relating to establishing light manufacturing industries and other developmental projects such as industrial zones, hotels & low

income housing, in Egypt, Jordan & Palestine. Such studies entailed in-depth economic, marketing, financial, budgetary commercial, regulatory, contractual and technical analyses relating to obtaining equity funding, project financing and project investment insurance from U.S. , European and multi-lateral agencies.(USAID, USTDA, OPIC, IFC, WorldBank, EBRD)

AEGIS Group of Companies, (1980 - 1993) (Washington DC Area & Overseas)

** July 1985 to December 1993: Projects Chief Controller*

Reported to the President, I was instrumentally involved in the commercial, financial and contractual management of multi-million dollar projects and facilities in Europe administered by the US Army Corps of Engineers. From 1989 to 1993, I was assigned in Germany. Responsibilities included;

- Comprehensive bid/proposal preparation (commercial, technical & contractual) & development of project execution plans, sub-contracts and joint venture agreements with US, European and German companies; and selection, and monitoring of sub-contractors & suppliers.
- Preparation of project(s) budgets/cashflow projections & financial plans to monitor project(s) financing requirements, working capital needs and loan repayment schedules. Such plans were prepared on monthly basis for internal corporate control use and for external reporting to related financial institutions.
- Formulation, application and monitoring of project accounting, costing & NAS scheduling systems for procurement, logistics and financial control/tracking, and for progress billing and budgetary reporting.
- Management of sub-contracts, the prime contracts and Claims/cost recovery management in association with local and international claims experts and law firms, and Audits with related US Gov't agencies.

** January 1980 to June 1985: Divisional Director of Projects*

Reported to the Sr.Vice President, responsibilities included leading and supervising the activities of an expanding division (3 to 20 employees from '81-'85) in complete project/program management of equipment turnkey projects for universities, hospitals, embassies, housing and other institutional projects in Saudi Arabia, Jordan, UAE , Egypt and Russia totaling \$100-120 MM. Responsibilities included;

- Business development; preparation of pre-qualification documents, coordination and interaction with consultants, A/E firms, contractors, joint venture partners & related U.S. & local governmental agencies (including USAID, USACOE) and bid and proposal preparation (commercial, contractual and technical)
- Procurement & logistics planning and monitoring, scheduling and budgeting and project(s) financial monitoring & control, and liaison with related financial institutions
- Administration of contract(s), sub-contracts and Joint Venture(s) including claims/recovery management and continuous "hands-on" direction , monitoring of project execution phases, and supervision of home and site project teams entailing extensive and extended overseas assignments.

Dyna Associates - Kuwait: November 1978 - December 1979

Director of Industrial Projects: Responsibilities included the preparation of easibility studies for electrical equipment manufacturing facilities in Kuwait and Egypt under license of European manufacturers and in accordance with the requirements of related governmental agencies and financial institutions, entailing;

- Economic and market research studies, and analysis of applicable regulatory issues
- Financial planning and projections (Proforma balance sheets, cashflows, income statements, risk, break-even and sensitivity analyses), and commercial and technical studies.

Mobil Oil Corporation - United Kingdom : 1977/1978

Assigned at Mobil's Coryton refinery to develop and analyze the effectiveness of a Maintenance Information Systems in the retrieval and analysis of cost & technical data for budgetary and planning decision making.

Lummus Company (Combustion Engineering)- United Kingdom: 1975/1976

In the capacity of process engineer, responsibilities included conducting cost evaluation, optimization, safety and pollution control studies for process plant.

- **Education**

Loughborough University of Technology - United Kingdom (1973-1978)

- Bachelor of Science (B.Sc-Joint Honors): Chemical Engineering & Management
- Diploma in Industrial Studies (D.I.S)
- Master of Science (M.Sc): Plant Engineering in the Process Industries

George Mason University: Washington DC area - USA (1988-1989)

- Business Administration (M.BA) Program

- **Related Skills/Attributes**

Multi-lingual. Computer literate . Well traveled internationally (principally U.S., Europe & Middle East), hardworking, a team player, a motivating manager and perform well under pressure and time constraints.

- **Personal Data**

- Marital Status: Married, two children
- Nationality: US Citizen