

ASEL EL HOUSAN

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Profile

PERSONAL DATA:

DATE OF BIRTH : 21st May, 1973
NATIONALITY : Lebanese

EDUCATIONAL QUALIFICATIONS:

Graduation : - **MBA IN INTERNATIONAL BUSINESS**
June 2012 - Lahaye University, Netherlands

- **DIPLOMA IN PROJECT MANAGEMENT**
2006, Cambridge University – U.K.

- **B.Sc. IN CIVIL ENGINEERING July, 1995**
Damascus University, Syria

Special Courses and memberships: **FIDIC Accredited Trainer**
ACI Arb
FIDIC Affiliate Member
Member in the Engineering union, Syria
Member in the Engineering union, Lebanon

Summary of Qualification:-

- More than twenty-five years' experience in project management and contracts management.
- Leadership including establishing new department, team gathering and development.
- Long experience in claims, variations, and settlement agreements.
- Long experience in construction dispute resolution both litigation and arbitration.
- Long experience in construction field and technical specifications.
- Excellent communication skills and works efficiently under pressure.
- Open minded and have the ability to see the big picture no matter how complicated or confusing things get.
- Adhering at all times to the strictest interpretation of all relevant Codes of Practice and Professional Conduct.
- Superb communication skills & able to develop good working relationships with colleagues and other managers
- Conversational / Writing / Reading **English and Arabic**.

Participations:-

Participation as a speaker

- 1- Participated as a speaker in The Thermal Insulation Seminar organized by Dubai Municipality on December 2004.
- 2- Guest Speaker at the Contract Management Conference on the topic **“Applying risk management systems to secure flexible and profitable contracts”** – Sept. 2012.
- 3- Work shop leader at the Contract Management Conference on the topic **“Claims, Variations, and Extension of Time through the Project Life Cycle”** – Sept. 2012.
- 4- Trainer for **“A Practical Guide to Understanding and Using the FIDIC Conditions of Contract 1999”**; trained more than 1000 trainee.
- 5- A panelist at C5's Construction Litigation & Dispute Resolution Conference on the topic **“General Counsel & Commercial Managers’ Roundtable: Insights into Litigation Management, Cost Control Initiatives, Defense Strategies, and More”** – Dec. 2012.
- 6- A Panelist at FIDIC Middle East Contract Users’ Conference on the topic **“Pursuing Claims under FIDIC Contracts in the Middle East & Internationally”** Dubai, Feb. 2013.
- 7- A Speaker at FIDIC Middle East Contract Users’ Conference on the topic **“Case Study”** Dubai, Feb. 2014.
- 8- A Workshop Leader for Adjudication Work at CIArb ‘Young Members Group Annual Conference’, London, Nov. 2014.
- 9- A Speaker at FIDIC Middle East Contract Users’ Conference on the topic **“Preparation of Tender Dossiers & Particular Conditions and Common Adjustments”** Dubai, March 2015.
- 10- A Panelist at FIDIC Middle East Contract Users’ Conference on the topic **“Ask the FIDIC Experts”** Dubai, February 2016.
- 11- A Speaker at FIDIC Middle East Contract Users’ Conference on the topics **“FIDIC EPC/Turnkey Contract Current Practice & Case Studies”** and **“Ensuring Successful Contract Preparation & Implementation”** Abu Dhabi, Feb. 2017.
- 12- A Speaker at FIDIC Middle East Contract Users’ Conference on the topic **“Case Study”** Dubai, February 2018.
- 13- A Speaker at International Arbitration and Experts in Engineering Sector on the topic **“FIDIC Contracts”** Dubai, December 2019.
- 14- A Speaker at FIDIC Middle East Contract Users’ Conference on the topic **“Regional Experience in Using FIDIC Contracts”** Dubai, February 2019.
- 15- A Speaker at American University of Dubai, Knowledge without Border event, on the topic **“FIDIC Contract Management”** Dubai, March 2019.
- 16- A speaker at Value Engineering and Professional Indemnity Workshops on the topics **“Value Engineering Application”** and **“Professional Indemnity Insurance”** Amman, April 2019.
- 17- A Speaker at DRBF 19th Annual International Conference on the topic **“Update on Peacekeeping Efforts Worldwide: The Role of DBs Today and Tomorrow”** Berlin, May 2019.

- 18- A Speaker at International Arbitration and Experts in Engineering Sector on the topic “**FIDIC Contracts 2017 – DAB vs. DAAB**” Dubai, December 2019.
- 19- A Speaker at FIDIC Middle East Contract Users’ Conference on the topics “**Triggers for Disputes in the GCC**”, and “**New regulations from the UAE Central Bank and Its Effect on the Construction Field**” Dubai, February 2020.

Participation as attendant

- 1- Attended the Thermal Insulation Annual Conference organized by Gulf Construction on 22 & 23/11/2004.
- 2- Participated in the Thermal Insulation workshop and conference By Dubai Municipality in Dubai Chamber of Commerce in February 2002.
- 3- Participated in Dubai Municipality seminar to set regulations and standards for coatings and paints in Dubai Intercontinental Hotel in 2002.
- 4- Attended session for Prof. Johan Kortard from Warrington Fire Research organized by Dubai Central Laboratory in 19/10/2004.
- 5- Attended a session for Prof. Dr. Issam Khalil from Cairo University titled Design of energy efficient Buildings organized by Dubai Central Laboratory in 26/12/2004.
- 6- Strategic Planning Workshop in 2007.
- 7- Finance for Non- Finance Managers in 2007.
- 8- Attended the Annual Contract Management Conference in 2008.
- 9- The FIDIC Contract – A practical guide to using and understanding the international Conditions of Contract with Corner Stone Seminars in 2008.
- 10- Project management Fundamentals in 2008.
- 11- Attended the Annual Contract Management Conference in 2009.
- 12- Advanced Project Management course in 2010.
- 13- Professional Project Management Advance Course in 2010.
- 14- Attended the FIDIC Contract Management training in 2012.

Awards and Appreciations:-

- 1- Star Performance Appreciation in 2008. Jebel Ali Free Zone Authority
- 2- Appreciation for the huge saving in one prestigious Project 2008. Jebel Ali Free Zone Authority
- 3- Best Team Award 2008. Jebel Ali Free Zone Authority
- 4- Cost Cutting Initiative Award 2008. Jebel Ali Free Zone Authority
- 5- Ideal Employee 2009. Jebel Ali Free Zone Authority
- 6- Distinguished Team Award 2009. Jebel Ali Free Zone Authority

WORK EXPERIENCE:

- **JOB TITLE** : **Founder, Head of Contractual and Commercial UAE**
- **COMPANY** : **AEH Consultancy LLC**
- **DURATION** : **October 2017 - Present**

WORK DETAILS:

Worked in following fields:

1. Managing the Commercial and Contractual team and ensure the timely and quality delivery to the Employer.
2. Deliver commercial support to the Client's team throughout the contract delivery cycle.
3. Oversee the contract document during the tendering stage and preparing the risk analyses for the Project.
4. Prepare the Contract documents and negotiate the Contract with the potential Contractor or Client.
5. Prepare the Project Closing Report with the associated risks and exposure to the Client.
6. Review the Project's disputes items (claims and variations) and recommend the best way forward targeting the optimum solution.
7. Prepare/ review the global or consolidated claim for the Client.
8. Act as an Independent Expert and/or as an Independent Expert Witness.
9. Administer the dispute resolution steps and ensure that it is contractually and legally sound.
10. Act as the Client Representative during the dispute resolution procedure (litigation and arbitration).

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- **JOB TITLE** : **Regional Commercial Manager
Dubai, Jordan, and Algeria**
 - **COMPANY** : **Drake & Scull Engineering**
 - **DURATION** : **Jan. 2011 till August 2017**

WORK DETAILS:

Worked in following fields:

11. Managing over 20 employees in different regions.
12. Deliver commercial support to operation team throughout the contract delivery cycle.
13. Oversee the contract document during the tendering stage and preparing the risk analyses for the Project.
14. Review, follow up the approval, and finalize the variations and Claims with the Project parties.

15. Monitor, report, and advise on the Projects cost, profit, overspending, and other commercial aspects.
16. Supervise, advise, develop, and monitor the work of the Project commercial team.
17. Review and monitor the Subcontract Agreements.
18. Follow up the Project Payments.
19. Review the Project's Contractual correspondences and ensure that the Company's contractual position is well addressed.
20. Making sure that members of staff have all the training they need to consistently deliver what is expected of them.
21. Treating each employee as an individual and showing concern for their welfare, aims and career development.



- **JOB TITLE** : **Senior Manager – Contracts and Procurement**
- **COMPANY** : **PCFC – EZW – Jebel Ali Free Zone Authority.**
- **DURATION** : **2007 to Jan. 2011**

WORK DETAILS:

Worked in following fields:

1. Establishing, managing and developing the Contract and Procurement Department.
2. Project monitoring including fast tracking and crashing the Project schedule to meet the Project and the market goals.
3. Preparing, managing and monitoring the Project Budget and Cost.
4. Preparing, negotiating, managing and monitoring the Department Budget.
5. Preparing, negotiating, managing and monitoring the overall Projects yearly Budget and plans.
6. Tracking the Project scope to insure it's compliance with the approved business case.
7. Reviewing and evaluating the validity of claims and variation orders and prepare the final decisions in this regard.
8. Initiating, Sub-Contracting and monitoring the upgrading of the Contract documents for Contractors, Consultants and Service Providers.
9. Reviewing all type of agreements like Consultancy Agreement and Contractor Contract (Design and Build Contracts and Construction Contracts only). These Contracts are prepared according to the FIDIC.
10. Amending the Contracts to suit the Project needs.
11. Approving and signing the order confirmations.
12. Attending and moderating the necessary meetings to finalize the above mentioned missions.
13. Initiate, review, negotiate, upgrade and monitor the SLA with the service providers
14. Establishing and managing the Procurement Department with its processes, policies, Conditions and rules.
15. Follow up with Consultants and Project Managers the Pending Contractual issues.



- **JOB TITLE** : **Contracts Engineer**
- **COMPANY** : **PCFC – Civil Engineering Dept.**
- **DURATION** : **2006 to 2007**

WORK DETAILS:

Worked in following fields:

1. Preparing and reviewing all type of agreements like Consultancy Agreement and Contractor Contract (Design and Build Contracts and Construction Contracts only). These Contracts are prepared according to the FIDIC.
2. Preparing and reviewing the Letter of Acceptance to different parties.
3. Reviewing and evaluating the validity of claims and variation orders and prepare the final decisions in this regard.
4. Inviting to and moderating the necessary meetings to finalize the above mentioned missions.
5. Follow up with Consultants and Project Managers the Pending Contractual issues.

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- **JOB TITLE** : **Specification Manager**
 - **COMPANY** : **Terraco U.A.E. ,Sharjah, U.A.E**
 - **DURATION** : **2001 to 2005**

WORK DETAILS:

Worked in following fields:

1. Give technical solutions for site problems.
2. Work with the consultant to approve the material.
3. Follow up the work at site.

- **JOB TITLE** : **Project Coordinator**
- **COMPANY** : **Al Hamed Dev. & Const. ,Abu Dhabi, U.A.E**
- **DURATION** : **1999 to 2001**

WORK DETAILS:

Worked in following projects:

- Upgrade the network of power supply for Sheikh Zaid Palaces and Hospitals (Design and build project)
- Handicapped rehabilitation center (Design and build project).
- Zaeid University.
- Etisalat call center in Ajman.

As a project coordinator I was responsible for the following tasks:

1. Negotiate prices and specifications with subcontractors to get best quality and price quotations.
2. Take care of material submittals (checking, submitting& following up with the consultant)
3. Ensure that all tests required in the project specification are carried out as per tender document and contract.
4. Make structural design to design and built projects
5. Prepare and check workshop drawings.
6. Co-ordination of structural and architectural drawings.

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- **JOB TITLE:** Procurement and Estimation Engineer
- **COMPANY :** Sahara Gen. Cont. & Maint. Est., Abu Dhabi, U.A.E
- **DURATION :** 1997 to 1999

WORK DETAILS:

Worked in following fields:

1. Tenders Estimation.
2. Initializing Offers.
3. Negotiate prices with subcontractors and closing deals with best offers

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- **JOB TITLE:** Civil Engineer
- **COMPANY :** Al Fada Gen. Cont. & Maint. Est., Abu Dhabi, U.A.E
- **DURATION :** July 1995 to 1997

WORK DETAILS:

Worked in following fields:

1. Tenders Estimation.
2. Initializing Offers.