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Tarik is a self-driven, outcome-focused Project and Program Management Professional with extensive experience in the Construction, and Oil and Gas Industries. He has provided services to Adnoc and its group of companies for over 13 years on projects valued over \$5B. Tarik has worked on construction projects up to \$250 m. Tarik has over 27 years' experience in Project and Program delivery, Procurement and Contracts Management, Technical Sales Consulting, and Mechanical Engineering.

Tarik has exceptional interpersonal skills; professionally renowned for building and maintaining strong alliances while motivating teams and driving projects to successful completion. He is passionate about building the blueprint to continuously drive efficiency across the entire enterprise. He has superior abilities in working successfully in fast-paced environments, and is known to be a collaborative team player working with integrity and professionalism.

## Career Summary

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Project Management Consultant, <i>Integrated Strategic Solutions</i>	Dec. 2018 – Apr 2022
Strategic Consultant, <i>Integrated Strategic Solutions</i>	Apr. 2020 – Feb 2022
Program & Procurement Manager, <i>Integrated Strategic Solutions LLC</i>	Jul. 2012 – Dec. 2018
Senior Projects Development Manager, <i>Ittihad International Investment LLC</i>	Mar. 2010 – Jul. 2012
Projects & Procurement Manager, <i>Integrated Strategic Solutions LLC</i>	Oct. 2007 – Mar. 2010
Project Development Manager, <i>IDC for Oil Equipment</i>	Nov. 2004 – Oct. 2007
Sales Operations Manager, <i>IDC for Oil Equipment</i>	Nov. 2002 – Nov. 2004
Technical Sales Manager, <i>Al Makamin Commercial Projects LLC</i>	Jun. 1997 – Nov. 2002
Technical Sales Engineer (Mech & Process), <i>Emdad LLC</i>	Mar. 1995 – Jun. 1997
Project Engineer / Project Planner, <i>CAT</i>	Oct. 1994 – Mar. 1995

## Education & Certifications

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<b>Bachelor of Engineering, Mechanical, Carleton University, Ottawa</b>	May 1994
Project Management Professional ( <b>PMP</b> ) Certified – 2912148	Dec. 2020
Program Management Professional ( <b>PgMP</b> ) Certified – 3260404	June 2022

## Skills & Expertise

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- Strategic visionary leader with strong business development skills, capable of developing innovative strategies while driving implementation excellence
- Servant and empathetic leadership with experience in mentoring and developing people's careers with track record in leading high-performing teams across multiple regions and cultures
- Well organized and detail oriented, able to achieve immediate and long-term goals while meeting operational deadlines
- Senior stakeholder engagement, effective relationship building,
- Requirements Management, solution assessment and validation, resource allocations and management of business change
- Capacity Planning, Gap Assessment and Talent Acquisition

- Budgeting and Proposal Development
- Exemplary negotiation skills
- Procurement and contracts management from conception to completion

## Professional Experience

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### **Project Management Consultant**

**Dec. 2018 – Apr. 2022**

*Integrated Strategic Solutions, Ottawa, ON, CA*  
*Industry: Construction, Hospitality*

ISS specializes in the provision of Project Management Services for the Hospitality Industry. This engagement to ISS was to provide professional services to Hilton (\$ 108M) on the KSUE Hilton Hotel.

#### Responsibilities and Achievements

- Prepared project procurement management plan including baselines
- Developed, managed and monitored project procurement schedule and budget;
- Planned and monitored project risk and issue logs including key mitigation plans and strategies
- Managed coordination and completion of necessary project artifacts required for the project success and effectively escalated and communicated risks and issues
- Created and presented regular status update reports to senior project stakeholders

### **Strategic Consultant for I C Solutions**

**Apr. 2020 – Feb. 2022**

*Integrated Strategic Solutions, Ottawa, ON, CA*

#### Responsibilities and Achievements

- Undertook comprehensive market needs assessment by gathering information from end users, defining scope and objectives and making recommendations for solution analysis
- Led and conducted business analysis to various levels of detail for Personal Protective Equipment (PPE); Assessed current problems and limitations, and documented the business requirements
- Prepared and advised on medical device licensing, import and distribution requirements
- Shared extensive direct marketing experience in developing promotional marketing collateral for the sales staff
- Market analysis to generate business strategic decisioning and leads
- Led the team in the preparation of technical and commercial offers for public procurement RFPs

### **Program & Procurement Manager**

**July 2012 – Dec. 2018**

*Integrated Strategic Solutions LLC, Abu Dhabi, UAE*  
*Industry: Infrastructure Construction*

ISS specializes in the provision of Project and Procurement Management Services for the Hospitality Industry. This engagement to ISS was to provide professional services to Marriott (\$ 215M) on the Sharjah Hospitality Complex and to Hilton (\$35M) on their Al Jubail property.

#### Responsibilities and Achievements

- Supported the consolidation and prioritization of requirements, participated and/or drove options analysis, cost benefit analysis, vendor selections and management, and proposals for evaluation by appropriate key stakeholders
- Gathered the requirements, finalized the scope of work (SOW) for the requested goods and services

- Developed and managed all aspects of procurement and projects' execution; planning, external vendor relationships, communications, resources, budget, change, risk, and communication, and assumed full project life cycle ownership for one major or several minor initiatives simultaneously
- Set and continually managed project and program expectations while delegating and managing deliverables with team members and stakeholders
- Defined success criteria and disseminated them to involved parties throughout project and program life cycle
- Ensured projects and programs were proceeding according to scope, schedule, budget and quality standards, and that the overall program was aligned to and directly supported the achievement of the strategic objectives
- Achieved 12% savings on cluster managed projects budgets
- Developed company's own *Procure-to-Pay* Cloud based procurement system - [Sourcingbasics.com](http://Sourcingbasics.com)

### **Senior Projects Development Manager**

**Mar. 2010 – Jul. 2012**

*Ittihad International Investment (IIPC), Abu Dhabi, UAE*

*Industry: Oil & Gas upstream and downstream EPC Construction*

Adnoc is a large Oil, Gas, and Petrochemicals company that employs 55,000 people. IIPC specializes in the development of field concessions, in the provision of downhole services, EPC construction services, and in the supply of Oil Field Equipment. This engagement to Ittihad as a vendor was to provide various upstream and downstream field development services valued between \$ 1M to \$200M.

#### Responsibilities and Achievements

- Set the strategies for the development of the Oil & Gas Division
- Assisted in the formulation of the Business Case for a number of strategic upstream oil and gas projects
- Played the main role in the formulation of the company's offering, taking into consideration the open and mature operating markets
- Negotiated agreements with major upstream, downstream, petrochemical, onshore and offshore specialized EPC contractors
- Identified potential growth through the acquisition of new business opportunities
- Devised and led initiatives that drove growth and profitability
- Delivered high-level presentations for strategic partners
- Ensured compliance to the group's financial and legal directives
- Established business growth strategy and shored up foundational systems and facilities, and international alliances to build the best-in-market reputation
- Diversified revenue by establishing partnership agreements with key partners that offered the right technical expertise at competitive pricing
- Removed barriers hindering significant cost savings by empowering divisional managers to challenge the status quo and implementing measures to improve existing technical and financial agreements

### **Project & Procurement Manager**

**Oct. 2007 – Mar. 2010**

*Integrated Strategic Solutions LLC, Abu Dhabi, UAE*

*Industry: Infrastructure Construction*

ISS specializes in the provision of Project and Procurement Management Services for the Hospitality Industry, as well as in the Provision of Value Engineering Services for Major Development Projects. This engagement to ISS was to provide professional services to Hilton (\$ 160M) on the RAK Hilton Hotel & Resort.

### Responsibilities and Achievements

- Completed the Hilton Ras Al Khaimah Hotel and Resort Project Procurement Scope on time and with a budget saving of \$4.2M
- Managed the day-to-day project activities and resources and chaired the project management team meetings
- Worked creatively and analytically in a problem-solving environment demonstrating teamwork, innovation and excellence
- Monitored the performance of staff, carried out performance reviews and staff development
- Managed ongoing quality control and participated in quality issue resolution
- Assisted legal and finance divisions in dispute, negotiation, arbitration or litigation
- Reported on project success criteria results, metrics, test and deployment management activities
- Provided status reporting on project milestones, deliverables, dependencies, risks and issues, communicating across leadership
- Monitored, tracked and controlled outcomes to resolve issues, conflicts, dependencies and critical path deliverables
- Developed and delivered progress reports, proposals, requirements documentation and presentations to project / program team members, sponsors, and other key stakeholders

### **Project Development Manager**

**Nov. 2004 – Oct. 2007**

*International Development Company for Oil Equipment, Abu Dhabi, UAE*

*Industry: Oil & Gas, Power & Water, Petrochemicals*

International Development Company (IDC) is one of the leading projects' development companies in the United Arab Emirates. IDC represents and works with a broad range of EPC, Specialized Service and Supply companies on delivering solutions to Adnoc and its group companies. This engagement to Adnoc was to provide specialized construction services and engineered products for their onshore and offshore greenfield development

### Responsibilities and Achievements

- Achieved a \$6M profit margin, the highest margin on a single project in the history of the company
- Developed and maintained leads for major oil and gas project construction opportunities with values between \$50 million - \$5 billion
- Maintained an extensive professional network of senior-level decision makers within the UAE's national and international operating oil and gas, and power and water companies
- Established strategic partnership with regional and international engineering, procurement and construction contractors for bidding on major energy projects
- Participated in the review of major tenders by evaluating the competition, and providing insights into the technical, commercial and legal terms and conditions
- Assisted in the setup of bidding strategies and pricing schemes
- Provided direction, monitored performance, and spearheaded a team of project engineers and developers
- Orchestrated the development of corporate-wide resources to provide comprehensive product, service and solutions for strategic accounts
- Developed and managed professional services agreements (PSA), partner agreements, and subcontractor service agreements
- Had an overall responsibility for the P&L of the projects' development division

## **Sales Operations Manager**

**Nov. 2002 – Nov. 2004**

### Responsibilities and Achievements

- Facilitated the introduction of international partners to local clients through a variety of sector events
- Strategized on new sales and after-sales opportunities, and expanded footprint into existing accounts
- Acted as the customers key point of contact & strategic partner
- Streamlined company's sales and customer relations management through the selection and implementation of a comprehensive CRM solution
- Managed and improved the overall operational processes
- Established KPIs and implemented processes to monitor and report on performance
- Monitored, assisted in achieving, and enhanced predetermined profitability and performance targets
- Developed and conducted presentations to senior management on long-term supply opportunities, submitted and reviewed revenue and capital budgets
- Contributed to the establishment of operational and financial governance

## **Technical Sales Manager**

**Jun. 1997 – Oct. 2002**

*Al Makamin Commercial Projects LLC, Abu Dhabi, UAE*

*Industry: Oil & Gas*

Al Makamin specializes in the provision of engineered products and services for the Oil and Gas, Petrochemical and Chemical Industries. This engagement to Adnoc was to provide specialized inspection services and simulation services for their oil refining and gas processing facilities.

### Responsibilities and Achievements

- Identified suitable strategic product and service providers, and evaluated their capability and suitability for works in question
- Participated in establishing the Oil and Gas Division's strategic objectives
- Performed human resources fit-gap, and developed and executed plans to identify and acquire the necessary resources to achieve the underlying objectives
- Reviewed the SOW for major tenders and assisted the team in reaching a bid/no-bid decision
- Provided recommendation to the proposals' team on legal and commercial issues
- Managed key customer accounts
- Established income diversification among project supply, material supply, after-sales service and specialized subcontracting services
- Represented the company at the highest level with existing and potential clients and partners

## **Technical Sales Engineer – Mechanical & Process Department**

**Mar. 1995 – Jun. 1997**

*Emdad LLC, Abu Dhabi, UAE*

*Industry: Oil & Gas*

Emdad in its core business, is an Upstream and Downstream integrated solution provider delivering innovative services and solutions for every part of the oil and gas industry. I was the lead technical sales engineer for Mechanical and Process equipment. This engagement to Adnoc was to provide multiphase pump solutions and artificial lift enhancement methods for their depleting wells.

### Responsibilities and Achievements

- Delivered technical presentations on multi-phase pumps and artificial lift methods
- Provided input on product development to the principal manufacturing facilities

- Mastered the client ambassador key role by establishing a clear understanding of their business needs and providing them with engineered solutions to build and validate their business case
- Partnered with the engineering and business development team members to ensure requirements met client business needs
- Managed the proposal process and developed the strategies to deliver the most competitive technical and commercial offerings
- Developed and implemented sales strategies to grow revenue
- Developed and presented monthly forecasts on market changes to management

### **Project Engineer / Project Planner**

**Oct. 1994 – Mar. 1995**

*CAT, Abu Dhabi, UAE*

*Industry: Oil & Gas*

CAT is a leading Middle East based contracting company. CAT specializes in the provision of construction services for the Oil and Gas and Petrochemical Industries. This engagement to Adnoc was to upgrade the Jebel Dhana industrial piping area and to install a third gravity pipeline (\$ 25M).

#### Responsibilities and Achievements

- Prepared welding and fabrication drawings
- Supervised the installation of pipeline and piping work
- Performed work in accordance with the company's established rules, regulations and approved procedures
- Investigated preventive and corrective maintenance activities for installed oil and gas transfer lines, vessels, tanks and main oil line
- Promoted the company's health, safety and environmental policy and objectives by implementing measures to stop unsafe acts and practices, and by being accountable for the safety and well-being of the staff

#### **Software**

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- Microsoft Office Suite & Microsoft Project & Visio
- Salesforce
- AutoCAD

#### **Volunteering Experience**

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##### **Board Member / VP – Special Projects**

**2022-04 – Present**

PMI OVOC, Ottawa, Ontario

##### **Programs Team Leader**

**2019-01 – Present**

Ottawa's Cultural Center, Ottawa, Ontario

##### **School Council, Member at Large**

**2018-09 – 2019-06**

Fielding Drive Public School, Ottawa, Ontario

##### **Consular Warden**

**2015-02 – 2018-08**

Canadian Embassy, Abu Dhabi, UAE