

Pralhad Dattatraya Joshi, PG Certificate in Commercial Management & QS (Heriot Watt University UK, No.H00211247), MCInstCES, AIQS , Consultant Engineer (Oman Society of Engineers), Appearing for MRICS qualification.
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Proposed Position : **CONTRACTS MANAGER**

Name of the Staff : **PRALHAD DATTATRAYA JOSHI**

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Professional Membership : Member of Chartered Institution of Civil Engg. Surveyors, MCInstCES, Nr.1835707,
Consultant Engineer (Oman Society of Engineers),
Membership No: E-OSE/24/846
Associate Member of Indian Institute of Quantity Surveyors, AIQS, Nr.ME0003836

A result driven a competent **Contracts & Commercial Manager** with civil engineering background **having 28+ years' experience**, including **18+ years** international experience in **Middle East (Sultanate of Oman) in areas of roads and infrastructures, MEP works, utility works (electrical lines, water supply lines, telephone lines) and Oil & Gas projects** specialized in contract procurement , sub contract management, correspondences, liaising with all stakeholders, monitoring document and data control, drawing controls, managing interim and final payment certificates, financial reports, variations orders and EOT claims management, commercial management, provisional sums, , subcontract management, minimize the claims.

Skills and knowledge:

Knowledge of contract and procurement issues,
Contract management and monitoring, Commercial management,
Managing contract changes, variations and claims,
Flexibility and adaptability,
Operational excellence,
Diligence,

Competency Profile / Job Responsibilities / Job Dimensions:**Contract Management and Organization of Team**

- Participates in Division, Company, and Corporate strategic planning activities for specific projects (e.g., risk assessment, participation in business plan development, human resource development etc.). To work product output to achieve milestones.
- Development the strategies for better performance of team and manage the effective use of their skills.
- Provides technical guidance to assigned personnel and ensures proficiency and timeliness of contract administration. Engage in Construction Team to comply the requirements of Project and Company Standards.
- Team management and development to effectively resolve change events, claims and disputes fairly including coordination with experts / legal as may be required.
- Contract Management (Oman Standard Contract for Building and Civil Engineering works (May-2019, Rev-1), FIDIC and Local Administrative Bodies Contracts).
- Reviewing the Estimation, Cost Management and Risk Management,
- Variation orders (change control as per contract) and claims management, effective contractual correspondence, serving contractual notices.
- Maintaining financial impact assessments for instructed change.
- Carrying out a cost impact analysis of proposed changes to scope/schedule
- Prowess in Construction Management and Contract Management.
- Expertise in Subcontract Management such as floating enquires in the market, receiving quotations, technical and commercial comparison, technical evaluation, issuing Work Orders, monthly evaluation invoices and closing of Subcontracting works
- Managing cost plan and cost report, quantity surveying (standard method of measurements as per contract specifications), settlement / recommendations of interim and final evaluations to Employer as per conditions of contract, variations and claims, reports, and presentations
- Interpreting the contractual obligations and rights; evaluation of technical and financial problems for reporting.
- Negotiate and settlement of more difficult, complex, or sensitive issues with Contractor and Client.
- Coordination designs, drawing/schemes preparations, submission, and approval from competent authorities.
- Managing and building relationships with Client, Consultants, suppliers, sub-contractors for completion of the with in schedule.

Pre- Tendering Stage

- Setting out organizational and management objectives and techniques.
- Receives Sub-Contractor quotations and manage the commercial evaluations.
- Development of specific BOQ and schedules to manage subcontracts.
- Forming of sub contract agreements (ensure all required terms and conditions added).
- Guiding for commercial bid summary and overall recommendation to award the Subject Contract.

Post- Tendering Stage / Post Contract Stage

- To manage Quantity Surveying aspect, Commercial Management and Contract Administrative Department in line with roles and responsibilities,
- To implement the Contract, QS, and commercial management procedures for administration of the Contract.
- To review the general / special terms and Conditions of Contract to highlighting the areas of risk, ambiguities, conflicts, or deviations from the scope of work and the actions required.
- The development and management of appropriate mechanisms to monitor the compliance with Contract terms and conditions.
- Co-ordinations with all stakeholders' various issues which resulted in Contract changes, variations, claims identifications and negotiate with Contractor, Consultant / Client for settlement.
- Liaison with Owner (Employer), Contractor and Consultant's representative in progress review meeting to resolve various issues.
- Correspondence with Client, Consultant, Contractor, Sub contractors, Local Administrative Bodies based on Contract Documents and events occurring at site.
- Ensure the up-to-date record and documentation system for related works.
- To manage the change control and claim register time to time for future reference of variations.
- To manage planning department for preparation of monthly cash flow, dash board, monthly and quarterly progress reports,
- Attend the health, safety and environment meetings in line with project requirements,
- Interface with Resident Engineer, Project Director, Project Engineering Staff, suppliers, Sub Contractors and Local Administrative Bodies.
- Ensure the correct procedure for measurement of work to be submitted each month for the monthly evaluation and for Final Accounts for BOQ items, Variation Items, and claims.
- Reviewing pricing analysis of various items for variations and change orders for submission to the Engineer for approval and further follow up for settlement.
- Monitoring submission of Claims such as EOT Claims and other Claims to Consultant and Client to obtain additional payments according to conditions of Contract. Further follow up with Client for approval.
- Attend and resolve the auditing activities such as internal audit, consultant audit, employers audit,
- To advise Project Management on commercial and Contractual implications of events, circumstances, method of constructions, Variations, change management.

Professional Experience.**1) M/s Abu Hatim Company LLC, (Country: Sultanate of Oman)****Client: Special Economic Zone at Duqm****Consultant: M/s Conser and Partners Engineering Services LLC,**

Post: Contracts and Commercial Manager (From 10-Nove-2021 to till date)

(Reporting to General Manager (R & B Unit) and having reporting relationship with 4).

Job Profile:

As a Contracts / Claim Manager, responsible for the following key result areas, post tendering works, Insurances, performance bonds, advance payment guarantee, interim / final payment certificates, provisional sums, contract administration and project management. Variations orders and Claims Management. Sub-contract management. Risk assessment. Overall responsible for contracts and commercial management of Project.

Contributions:

Contracts and commercial management for the Project NR32-P2 Duqm Road Project (contract price:65 million US\$) and other three Projects including water pipeline relocation works and other utility works.

2) M/s Galfar Engineering and Contracting SAOG, (Country: Sultanate of Oman)

Client: Ministry of Transport, Communications and Information Technology

Consultant: M/s Parsons International and Company LLC,

Post: Manager (Contracts and Commercial) (From 25-March-2006 to 31-Aug-2021)

(Reporting to the Vice President (Contracts) and having reporting relationship with 6).

Job Profile:

As a Manager (Contracts and Commercial) responsible for the following key result areas, Pre and post tendering works, contract administration and project management. Control of quarry operations, Sub-contract packaging. Risk assessment. Overall responsible for contracts and commercial management of Project.

Contributions:

Contracts and commercial management of notable projects such as Muscat Express Way from Al Qurum R /A to Al Naseem R/A (contract price:405 million US\$), Al Batinah South Express Way Project Package-1 (contract price:435 million US\$), Grade Separated Junction along Batinah Highway at Saham (contract price:59 million US\$). Water pipeline works (contract price:48 million US\$)

3) M/s Wilbur Smith Associates Pvt Ltd (Project Management Services Company)

(Country: India),

Client: Mumbai Metropolitan Regional Development Authority,

Post: Senior Quantity Surveyor (From 24-Nov-2004 to 16-Mar-2006)

(Reporting to the Team Leader and having reporting relationship with 4)

Job Profile:

As a Senior Quantity Surveyor responsible for the following key result areas, Managing the quantity surveying department for contractor and commercial management for post tendering works. Checking and recommendation of Interim and final payment certificates, variations to Employer (Owner). Reviewing of contractor's claim and advise to Team Leader. Contractual correspondence with Employer (Owner) and Contractor.

Contributions:

Contracts and commercial management of notable projects such as, Construction of Eastern Highway NH-08 (4 packages) (contract price:25 million US\$).

**4) M/s STUP Consultants (Project Management Services Company),
(Country: India)**

Client: Karnatak State Highways Improvement Project,

Post: Project Quantity Surveyor (From 08-Aug-2002 to 30-Sept-2004)
(Reporting to the Team Leader and having reporting relationship with 4)

Job Profile:

As a Project Quantity Surveyor responsible for the following key result areas, Independent management of QS and Contract Department. Preparation of financial summaries and project forecast. Document and data control. Checking and recommendation of Interim and final payment certificates, variations to Employer (Owner). Reviewing of contractor's claim and advise to Resident Engineer. Contractual correspondence with Employer (Owner) and Contractor.

Contributions:

Contracts and commercial management of notable projects such as, Upgradation and strengthening of State Highway SH-12 (4 packages) (contract price:18 million US\$). Development of schedule for effective monitoring of final measurements.

5) M/s Satav Constructions Pvt Limited, (Country: India).

Post: Project Quantity Surveyor (From 01-Dece-2001 to 05-Aug-2002)
(Reporting to the Contracts Manager and having reporting relationship with 3)

Job Profile:

As a Project Quantity Surveyor responsible for the following key result areas, Checking of progress of site execution as per drawings. Finalizing the formats related to item wise measurement system as per Contract specification. Preparation of financial statements for monthly reports. Subcontract management for the Project.

Contributions:

Contracts and commercial management of notable project such as, Widening to four lanes and rehabilitation of existing two lanes of National Highway NH-04 (Pune-Satara Road = Package-3) (contract price:30 million US\$). Establishment of Progress measuring tool resulting in effective and timely completion of Project under the guidance of Senior Management.

6) M/s Ashoka Builders (Nasik) Pvt Limited. (Country: India)

Post: Junior Quantity Surveyor (From 14-Jan-1998 to 30-Nov-2001)
(Reporting to the Contracts Manager and having reporting relationship with 1)

Job Profile:

As a Junior Quantity Surveyor responsible for the following key result areas, Preparation item wise measurements for executed works in agreed formats and submit the interim as well as final measurements for evaluations. Document and data control at Project level. Fortnightly review the Progress at site. Interface with Project Manager and site staff regarding the progress of site. Highlight the variations and claims events to Contract Manager. Material reconciliation reports. Draft Subcontract work orders and submit to Contract Manager for review and approval.

Contributions:

Contracts and commercial management of notable project such as, Widening to four lanes and rehabilitation of existing two lanes of National Highway NH-04 (Westerly bypass to Pune City) (contract price:40 million US\$).

Education

- Post Graduate Certificate in Commercial Management and Quantity Surveying from Heriot Watt University (Edinburgh, UK) (No.H00211247)
- Bachelor of Civil Engineering from Pune University in the year of 1997.
- Diploma in Civil Engineering from Govt. Polytechnic Jalgaon in the year of 1991.

Personal Details

- **Date of Birth** : 01-June-1973
- **Nationality** : Indian
- **Sex** : Male
- **Marital Status** : Married
- **Driving License** : India , Sultanate of Oman (four wheeler)
- **Computer Skills** : MS Office (excel, word, power point)
- **Languages** : English , Hindi , Marathi and beginner in Arabic.
- **Passport No.** : T9490386

Declaration

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe qualifications, my experience and me.

Date: 22-August-2024

Place: Muscat

(Pralhad D. Joshi)