

Wael M. Sami Khalifa

Construction expert

Evaluative Mediator

Contact

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E-mail
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Skills

Contactor negotiation

Mediation

Development

Decision-Making

Critical Thinking

Internal Audits

Problem-Solving

Internal investigations

Languages

English	Advanced
Arabic	Proficient
Spanish	Intermediate

A construction and contracts professional with more than 30 years of experience specialized in companies' general management, internal audit, development, technical and commercial scope management.

Accredited Evaluative Mediator by RICS (UK), and Member of the Chartered Institute of Arbitrators CIArb (UK).

Work history

Managing Director
AFAC United Contracting 2025 – Present

- Managing all business operations and building strategies.
- Leading development and growth plans.

Group Internal Audit Sr. Manager
Hassan Allam Holding 2020 - 2025

- Identified business risks, agreed action plans, and supported the achievement of aggressive growth targets of one of the leading Egyptian conglomerates.
- Improved internal controls of five subsidiaries and eight internal departments, ensuring compliance with the group's policies and best practice standards.

Chief Business Development Officer
United Engineering for Construction 2017 - 2019

- Lead, as an executive member, business growth, change management and capacity building in all departments focusing on innovation and performance improvement.
- Sealed successful strategic cooperation agreements and business partners that resulted in a significant improvement in the success records of clients' satisfaction.

Board Member
Arabian company for concrete roads 2014 - 2017

- Managed projects of One million SQM of concrete pavement in highways tarmacs.
- Sealed contracts, by negotiating with Egyptian governmental entities, in which the company recorded excellent margins upon completion.
- Organized departments and workflows that ensured successful delivery of services.

Projects Director
Hassan Allam Holding - Power Investments 2015 - 2017

- Established a Special Purpose Vehicles (SPV) formed to develop power projects.
    a. PV Plant of 50MW, part of 2GW Solar PV Park in Southern Egypt.
    b. 2250MW (CCPP) under the BOO terms, in Nile Delta.
- Hired and managed consultants, international advisors, service providers, and contractors to complete projects tasks.
- Negotiated terms and conditions of all contract agreements with governmental entities and international financial institutions.

Commercial Director
Hassan Allam Roads and Bridges 2014 - 2015

- Negotiated and managed consultants and subcontractors' contracts to complete projects of 200 KM of new Asphalt roads and concrete highway pavement works in addition to the construction of one canal crossover bridge.
- Optimized startup cost supervising all commercial aspects of projects, namely bids preparation, budgeting, equipment procurement, subcontracts management, and projects handing over.

General Manager
Hassan Allam Saudi Construction 2012 - 2014

- Registered/pre-qualified the company with notable clients such as Aramco & Sabic.
- Lead pre-award contracts negotiations, risk evaluations, pricing decisions, and managed prime contracts' administration during projects' lifetime including final accounts disputes settlement.
- Developed and maintained relationships with customers and suppliers through account development.
- Drove business growth while leading operations, strategic vision, and maintaining healthy clients' relationship.

Technical Manager
Hassan Allam Buildings 2008 - 2012

- Leveraged the company's undertaking of eight Prime contracts meeting the standards required by mega regional real estate developers such as Emaar, Palm Hills and Sodic.
- Achieved the company's commercial targets by supervising all activities of estimation, engineering, contracts, and procurement management until projects handing over.

Contracts & Procurement Manager
Saudi Binladen Group, RPD 2005 - 2008

- Managed the company's execution of special nature projects leading a group of 20 employees undertaking the full scope of contracts and procurement management, for various types of High-end projects, including preparation of final settlements, disputes resolution and closing of agreements.

Subcontracts & Procurement Manager
CCC/Hassan Allam Joint Venture 2002-2003 & 2004 - 2005

- Hired and managed subcontractors for the execution of Nubaria 3x750 MW CCPP. & Cairo North 2x750 MW CCPP ensuring compliance with technical specifications.
- Lead a group of engineers in preparing purchase orders, material status reports, comparative analysis, and recommendations for management.

Sr. Contracts & Procurement Engineer
HYUNDAI Engineering and Construction 1999 – 2002 & 2003 - 2004

- Selected, evaluated, and managed suppliers and subcontractors that meet the high standards of the project of the Four Seasons Hotel at Nile Plaza, while reducing project direct cost in addition to settling all subcontractors' final accounts during agreements' closing phase.

Education

B. Sc.: Architectural Engineering
Ain Shams University

Accomplishments

- Developed a company in a transformation process to triplicate its revenue.
- Established a branch of an Egyptian construction company penetrating the Saudi construction market and recording a backlog of SAR 300 million in the first year.
- Added new lines of business to companies diversifying sources of income.