



Sherif Sweillam

Biography

Years of Experience: 13

Qualifications & Affiliations:

- BSc Construction Engineering
- Masters of Business Administration
- Member of Association for Project Management (MAPM)
- Certified Train the Trainer- American Management Association (AMA)
- Certified Internal Auditor- ISO 9001- SGS

Specialist skills:

- Project Management
- Business Planning and Development
- Marketing
- Bid and Procurement Management
- Cost Planning/ Pre-contract Control
- Communication and Negotiation
- Procurement Strategies
- Online and Remote Learning
- Leadership
- Soft Skills



Sherif has over 13 years of experience in the project management and consultancy fields. He has successfully developed and delivered development programs for multinational and local clientele. For the past five years he has been a board member and one of the managing directors of the regional office of a multinational project and cost management consultancy. As part of his duties, he has been running the training and development functions in addition to boasting a growing experience as a freelance training consultant. Sherif has delivered leadership and soft skills courses to a wide range of industries and sectors including engineering, consultancies, pharmaceuticals, healthcare among others.

Professional Experience:

Director/ Board Member

Board member and a managing director responsible for the management of the technical and managerial functions of the regional office of a multinational project and cost management construction consultancy. Responsibilities include client relationship management, business development and overseeing functions including Business Development HR & Administration, Finance and the technical delivery. Sherif is also the Head of quality and is a lead internal auditor of the different business functions.

Business Development Manager

Responsible for work winning, sales and marketing functions. Has gained extensive experience of bid and proposal management, procurement strategies, contract administration and marketing and business planning including social media management.



Senior Cost Manager

Part of the senior technical leadership team responsible for managing the delivery of mega projects for multinational and gulf clients. Was tasked with leading and mentoring teams along with project planning, executing, monitoring and control and handover. Job responsibilities included negotiation management, client management and project and cost management.

Planning Engineer

Part of the founding team responsible for establishing the project controls department. Tasks involved provision of time management for PHD's project all over Egypt. Was also part of the team responsible for the creation of the policies and procedures manual that are still in effect to date.

Training/ Instruction Credentials

- Provision of both technical and non-technical training sessions covering project management, business development, negotiation, communication among other soft skills.
- Conducting leadership development workshops for senior management and first-time managers.
- Designing, developing and delivering customized learning solutions to meet client business challenges.
- Managing the implementation of complex global learning and development projects
- Driving the implementation of post-assessment activities, such as performance feedback, development planning, individual coaching and experiential learning practices.
- Design of tailored online and remote learning courses
- Providing skills training for different industries at different levels to perform their duties with the highest productivity levels.
- Expertise in organizational development and international consultancy for self-development issues, sales, marketing, management and project management