

ATUL BHARADWAJ

Address: Bin-Omran, Zone-37, Doha, Qatar

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SENIOR MANAGEMENT EXECUTIVE

(GENERAL MANAGER / OPERATIONS DIRECTOR/ DIRECTOR PROJECT'S)



Consistent record of extraordinary results in operational performance and target accomplishment in Civil Construction, Commercial Fit-out, Refurbishment, EPC, Oil and gas, District cooling Projects etc. and added advantage of leading various Specialized Divisions/companies (Interior Fit-out, Specialized Flooring, Oil and Gas, District cooling, Trading, Building materials, Electrical, Medical and Scientific Equipment's)

Extensive Business Background in International, Multi-cultural Environments.

"Aspiring towards senior level assignments in Construction, Business Operations and Management"

- Senior executive with demonstrable **24+ Years' Experience including 19+ years in Qatar, 3+ years in UAE and 2+ years in India** success achieving revenue, profit, and business growth objectives within start-up, turnaround, and rapid-change environments. Ability to keep a level head at all times, nurtures and grow a business, evaluate opportunities and risks and also deliver innovative new solutions to challenges.
- Adept in handling multi-discipline techno-commercial assignments involving multi-million dollar EPC, Heavy Civil and Construction Projects (**horizontal and vertical Construction**) for diversified sectors including **Oil and Gas District cooling, Infrastructure (roads and pipeline), Industrial, hospitality, Health and Sports (Health Centre, Emergency center, Stadiums) including, commercial Interior Fit-outs**, etc.
- Leading the commercial Interior Fit-out and specialized flooring Company with extensive experience in general and specialized Trading etc. which require deep understanding of critical business drivers in multiple markets and industries
- Highly successful in building relationships with upper-level decision makers, seizing control of critical problem areas, and delivering on customer commitments. Customer-focused and performance-driven.
- Extensive international experience of leading high-performance teams and of successfully increasing efficiency and productivity whilst reducing costs and inefficiencies. Possessing excellent client facing and configuration skills and highly successful in helping define company direction, achieving goals and optimizing business.
- Expert in emergency rescue Management of projects under problem by taking calculated risk and capacity to work under extreme pressure.

AREA OF EXPERTISE

Operations Management	Project Management	Strategic Planning	Quality Management
Tendering	Contracts Administration	Budget Planning & Control	Forecasting & finance
P/L Management	Procurement Management	Change Management	Value Engineering
Safety Management	Communication Management	Subcontractor Management	On time delivery
JV Management	HR and Admin Management	Employee relations	Customer facing
Business process Reengineering	Business improvement	Systems Implementation	Customer support

PROFICIENCY FORTE

- ⇒ **Background encompasses extensive professional experience** utilizing a strong work ethic and a commitment to carrying out organizational objectives in an efficient and timely manner.
- ⇒ **Technical skills** having good experience in Handling design, material approvals, shop drawing approvals, supervision of site, quality assurance, project management up to commissioning and handing over.
- ⇒ **Visionary Leader with excellent Social skills** Proven organizational, time management and communication (verbal and written) skills, Able to communicate and present confidently, clearly and expressively, positive attitude brings enthusiasm to daily tasks, self-motivated, hardworking, and behaving with integrity and professionalism in a corporate environment, skilled at multi-tasking, highly responsible. Capable of resolving multiple & complex issues and motivating staff to peak performance.
- ⇒ Outstanding skills in interacting with clients, understanding their requirements, and accordingly providing customized solutions/services, thereby maintaining complete client satisfaction, and creating repeat business opportunities.
- ⇒ Hands on Experience and excellent knowledge in operation and management of multimillion dollar **vertical** and **horizontal** Constructions

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- ⇒ Excellent in Managing on-site construction activities to ensure completion of project within the time and cost parameters and effective resource utilization to maximize the output
- ⇒ Excellent hands-on experience in *Tendering, Estimation and Proposals*, Skilled negotiator, with proven experience in a commercial environment.
- ⇒ Planning materials and developing vendors for obtaining timely *procurement* of materials at cost effective prices to ensure smooth execution of projects.
- ⇒ Accustomed to working with **senior management** and able to think laterally to create options and solutions.
- ⇒ Excellent in relationship management, adept in interpersonal management with very good analytical and negotiation skills with deftness in swiftly ramping up projects in co-ordination with clients, contractors, vendors, and consultants.

PROFESSIONAL EXPERIENCE

BROOQ PROJECTS-CBG LIMITED WLL, Doha, Qatar: April 2022 to Date

Brooq Projects is a privately owned Company, under the Parent Group CBG Limited founded in 2011 in the State of Qatar. Through its fully integrated services M/s Brooq Projects are delivering a single-source solution for all High End Luxury prestigious projects across the state of Qatar making a positive contribution to the success of the Private and commercial construction sector and adding a real value the Qatar marketplace.

Operations Director

: April 2022 to Date

Current Projects

: Construction, Completion of 2 Ultra Luxurious Palaces and 2 Factories

Client

: Private (Members of Ruling Family)

Contract Value

: Confidential (**xxx Millions**)

Total Plot Area

: Confidential

Total Built Up Area- Buildings

: Confidential (Original scope + Variations)

Total Built Up Area- Landscape

: Confidential. (Original scope + Variations)

Project Brief:

Construction, Completion of two ultra-Luxurious Palaces in Doha which includes various buildings such as the Main Palaces, Majlis, ultra-high-end Interior and Landscape works, Services Staff quarters and Related Infrastructure and the factories include construction of factory buildings, Accommodation workshops, stores, showrooms, substations, peripheral boundary walls with main and secondary gates, including Hard and soft landscaping etc.

HCC WLL, Doha, Qatar: February 2021 to March 2022

HCC is a privately owned ISO 9001:2008 Company, founded on over half a century ago (1967) in the state of Qatar. HCC is an engineering enterprise with world-class capabilities spanning the entire client value chain. We operate an integrated business model comprising the full range of Engineering and Construction services delivering single-source solutions for our clients.

As an engineering enterprise, Hassanesco is committed to playing a vital role in building a stronger and more sustainable economy that benefits the society in general. It is one of the Pioneer Companies in the field of residential and commercial construction in the State of Qatar.

Director Project's

: February 2021 to March 2022

Project

: Construction, Completion of New MOI Police Academy Complex.

Client

: Ministry of Interior

Contract Value

: **Qr. 1.131 Billion (Approx.)**

Total Plot Area

: 938,378.00 sq.m.

Total Built Up Area- Buildings

: 206,167.00 sq.m. (Original scope + Variations)

Total Built Up Area- Landscape

: 354,975.00 sq.m. (Original scope + Variations)

Project Brief:

Construction, Completion of biggest New MOI Police Academy Complex which includes various buildings such as Administration, Education, Accommodation (students and officers), Jail, Main Security, Kitchen and Dining, Clinic, Sports complex, VVIP, visitors, parade and Musical, soccer field, 13 substations, peripheral boundary walls with main and secondary gates, including Hard and soft landscaping etc.

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Al Balagh Trading and Contracting Co WLL, Doha, Qatar : November 2005 – February 2021 (15+ Years)

Al Balagh Trading and Contracting Co WLL founded in 1977, As a grade 'A' Construction Contractor with 45 years track-record applying its expertise to some of Qatar's most iconic construction developments. Forged a reputation as one of countries leading and respected business houses. www.albalagh.com, www.dohaflors.com, www.albalaghdynaspex.com

Designations/Positions:

Deputy General Manager – Al Balagh Group.

April 2012 to Feb 2021

Operations Director – Doha Floors (Al Balagh Group Company)

May 2019 to Feb 2021

Senior Project Manager/ Project Director

Sept 2007 to March 2012

Project Manager

Nov 2005 to Sept 2007

Provided leadership and management to the business and was fully responsible for the day- to-day running of various divisions & departments. Focused on developing programmes that deliver efficiencies and playing a leading role in the mobilisation, development, and implementation of robust operational processes.

Key Responsibilities:

- Directing various business departments to ensure the smooth running of the company.
- Optimally utilizing all of Company's resources including all Operating personnel (Staff and Workers) and movable/non-movable Assets,
- Resolving contractual and commercial issues and disputes.
- Training and leading a large team, providing discipline and performance feedback.
- Developing positive direct relationships with key business contacts.
- Scheduling workload to meet priorities and targets.
- Possessing personality, energy & charisma to inspire, lead and develop staff.
- Using automated computer systems to monitor stock control.
- Analysing complex data and documentation.
- Involved in the recruitment and mentoring of new staff.
- Responsible for achieving all performance related targets.
- Ensuring that best practice is followed in safety, legality, and quality of service.
- Developing and supporting a cross functional culture of continuous improvement.
- Assisting company accountants in the formulation of forecasts and budgets.
- Maintaining excellent relationships with clients and suppliers.
- Undertaking staff performance reviews.

Specific Responsibilities:

A. Contracting, Oil and Gas Division:

- **Projects:** Operational and Technical Support including staff and workers recruitment and site team formation, contracts management during any issue, sub contract and suppliers management including monitoring of the material submittals approvals and orders, Plant and Equipment management, HSE monitoring and training arrangements. Representing management during client meetings etc.
- **Tendering:** leading the *vertical construction* tendering team's right from the collection of documents, floating enquiries, raising technical/contractual queries, concluding rate analysis, closing bid and attending the post tender clarification.
- **Contract administration:** Supporting the contracts team including payment schedule, follow up of Contractual claims, correspondence and records for construction log, variations, delays & Extension of Time, Interim payments, progress reports, Issue of notices, completion and taking over by Employer, Defects liability period, release of performance securities and contract close-out.
- **PMV:** Heading the plant, Machinery and Vehicles Division, Responsible for the procurement of the new plant machinery and equipment's including Rental wherever required including their preventive and routine maintenance. Direct the preparation of operating budgets and proposals for capital expenditure and investments in equipment or other assets and resources.
- **Logistics:** Heading the logistics team responsible for all the groups' procurement and deliveries including duty assignments to the drivers. Devised a duty vehicle/drivers matrix for proper controls and monitoring.
- **Procurement:** Supporting the procurement division in identifying the preferred vendors and sourcing new products, finalizing sub-contractors and suppliers including agreements and monitoring the order process along with logistics and all the delivery schedule. Chairing the procurement meetings on site on a regular basis and reporting back to the Board.
- Monitoring the Master Budget, Monthly budget and job cost analysis of different Projects/divisions.

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- Attend the monthly and weekly meetings on behalf of the Top Management and act as a bridge between the site staff and the Board.

B. Al- Balagh Dynaspex: (P/L Accountability)

www.albalaghdynaspex.com

- Accountable for P/L operations and performance management.
- Responsible for complete Operation of the Division.
- Involved in the bid process and proposals.

C. Doha Floors and Trading Division: (P/L Accountability)

www.dohafloors.com

- Accountable for P/L operations and performance management.
- Lead, guide, evaluate, and develop a team of senior managers with day-to-day operational responsibilities to ensure compliance and that business objectives are met
- Analyse and approve operational investments that best meet the business needs.
- Prepare business development plan for acquiring and winning new projects.
- Initiated the ID division and participating in various Hotel ID fit-out/refurbishment Tenders.

Major Projects – Interior Fitout/ Specialize flooring:

- Commercial: Hamad Port, Sendian Tower, stadium 794, Ahmad bin Ali Stadium, QPD-3 towers complete flooring, ceiling and partition works
- Hospitality: Move & Pick Hotel, Sheraton,
- Medical: Aman and Al Ahli Hospitals
- Sports: Al Ahli, Al- Arabi – Running tracks, and various other sports clubs specialized floorings, Education city stadium, Al Bayt,
- Educational: Various Govt Schools Vinyl works, Al Andulus school,
- Prefabricated Light Gauge Buildings: G+2 Labour camp
- External: First Wooden bridge of Qatar @Katara

D. Trading, Medical and Scientific equipment's Division, MEECC, Al Balagh Omanfibre IV:

Representing the Top Management and stakeholders during meetings and involve in finalizing the yearly budget and targets. Responsible for operations and administration support and any coordination as and when required for the projects and supplies.

Major Projects Handled during my tenure in Al Balagh:

DESIGNATION		PROJECT/VALUE	VALUE, Qr.	CHRONOLOGY	
DEPUTY GENERAL MANAGER	Operations Director	Fit-out Projects for Stadiums, Hospitality, Rail, Medical, Commercial and Education	154 million	May-19	Feb-21
	Sr. Project Director	Qatar Petroleum District Fit-out works, Cluster "C"	405 million	Feb-19	Apr-20
	Management Representative	EPIC of Tanks/Associated works- RLOC @ Qatar Petroleum,	26 million	Sep-18	Feb-19
	Management Representative	EPIC of Drier/Associated works- RLOC @ Qatar Petroleum,	33 million	Aug-18	Apr-19
	Project Director	EPIC for SIP (Shelter in Place) Building @ RLOC - Qatar Petroleum,	25 million	Jul-18	Apr-19
	Project Director	Installation of solid waste and DC network pipeline for Navyuga @ Pearl Qatar,	54 million	May-18	Apr-19
	Project Director	Lusail Potable water network flushing and testing works CP2D package @ Lusail,	19 million	Feb-18	Apr-19
	Project Director	Mega Reservoir pre-insulated carbon steel Pipeline and pump room works @ HLG,	22 million	May-17	Feb-19
	Project Director	Sendian Tower@ Lusail Marina, (2B+G+27F+PH),	202 million	Apr-15	Jul-18
	Management Representative	New construction and Up-gradation of Qatar Tennis Federation, Qatar,	101 million	May-10	Jul-12
Project Director		Civil Defence Head Quarters, Qatar,	301 million	Jul-09	Aug-12
Project Manager		Al Daayen Municipality & public services Complex.	211 million	Sep-07	Jul-09
Project Manager		Stores, Accommodation & Workshop at Industrial Area,	110 million	Nov-06	Sep-07
Project Manager		Doha Equestrian & Horse Racing Club,	176 million	Nov-05	Nov-06

Synopsis: Attached.

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Arabtec Construction L.L.C., Dubai, U.A.E. : Section Engineer : Dec 2004 – Sept 2005

Arabtec Construction, L.L.C., a leader in the UAE construction industry, was established in 1975 and has successfully completed a broad range of construction projects in the residential, commercial and infrastructure sectors.

<http://www.arabtecuae.com>

Projects	: <u>Jumeirah Beach Residency, Sector # 3.</u>
Client	: Dubai Properties
Contract Value	: DH. 6 Billion
Project Details	: Sector # 3 Podium and Tower C06-T01.1 (31 Floors, Residential)

CEG Consultants, Jaipur, India : Assistant Resident Engineer : Sept 2003 – Nov 2004

Projects	: PMGSY package No. 3103 & 3104
Client	: Government of India

Jabal Al Noor Building Construction, Dubai, U.A.E. : Civil Engineer : Sept 2001 – Jan 2003

Projects	: Arabian Gas Bottling Plant, Maintenance & New Constructions of 8 Different villas at different locations for Municipality works, New Constructions & Maintenance works of Rulers Court at Zabeel Palace, Sh. Sana Palace, Jebel Ali Palace & Different villas at various locations.
Client	: Dubai Govt.

D.K. Shukla Engineers and Contractors, India : Site Engineer : Sept 2000 – August 2001

Project	: Commercial/ Residential Complex (G+4)
Client	: Private

ACADEMICS

- | | |
|--|---|
| • Bachelor of Engineering. (Civil Engineering)
May, 2000 | : Dr. J.J. Magdum college of Engineering, Jaysingpur,
Shivaji University Kolhapur, First class (64%) , India. |
| • PGPPM
March, 2011 | : Post Graduate (Project Management).
National Institute of Construction and Research, Pune, India |
| • Masters in Business Administration
June, 2015 | : Dr. C.V. Raman University , First Class, Bilaspur (C.G.), India
(Specialization: Human Resource Development & Marketing) |

ADD-ON

- | | |
|--|--|
| ▪ PMP
May, 2011 | : Project management Professional, No# 1410658
Project Management Institute, USA |
| ▪ P-6.0
CADD Centre, Doha Qatar | : Primavera. |
| ▪ CANDY-201
May, 2017 | : Construction Estimation and valuation Training
Construction Computer Software (Gulf) L.L.C. |
| ▪ The Ministry of Municipality and Urban Planning
<u>Licensed Engineer for professional Engineering Practice</u> | : Registration No. 6703/Grade – A , Qatar |

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SOFTWARE SKILLS

Expertise in **MS-Windows**, Aconex, **MS-Office** suites, **AutoCAD**, **Primavera 6**, **Candy-Estimation**,

Well versed with Internet, emails, **ERP** software and worked on corporate networking.

PROFESSIONAL MEMBERSHIP

Project Management Institute.

Qatar Green Building Council

Toastmasters

PERSONAL DOSSIER

Date of Birth	: 31 st July 1976
Languages Known	: English, Hindi, Urdu & Marathi
Nationality	: Indian
Indian Contact	: +91 724 703 6353, +91 94251 74923
Driving License	: Holding valid Indian, Qatari and UAE Driving License.

POSITIVE POINT

Strong believer of “Darwin’s Theory” and “Flexibility to mould myself in any environment”.



SYNOPSIS

(PROGRESSIVE ACHIEVEMENTS/ ACCOMPLISHMENTS IN AL BALAGH GROUP)

I joined Al Balagh in November 2005 for the 2006 Asian Games project "Racing and Equestrian club" and was further involved as a **Project Manager** to handle the "Emiri Stores and Accommodation Project" for HH the Private affairs office, Subsequently I was promoted as **Senior Project Manager** to Handle the project "Al Daayen Municipality, Hospital, EMS and MOI complex @ Simaisma" for Ashghal / Hamad /MOI/Awqaf and further managed and completed "Civil Defence HQ" for PEO/MOI along with D&B of "Qatar tennis federation courts and up-gradation of the services including Fire alarm and fighting system".

In 2012, I was promoted as **Deputy General Manager** and was taken for corporate systems training in various Departments such as HR, Admin, Finance, Procurement, PMV and was progressively given various responsibilities/portfolios to support and handle Trading and Medical & Scientific Equipment Divisions initially and further other JV's such as Doha floors and Fit-out Company and Dynspex were added to my responsibilities which were loss making Companies. I identified and addressed all the issues of these companies and diversified them into various other streams and **turnaround** them into profit making companies within a span of next 2 years.

In parallel to the above responsibilities, I was handling various other responsibilities such as covering **General Manager's** Duties and Responsibilities during his leave and various other Division Heads as well and was representation the top Management in all the major clients/internal meetings. During the entire tenure I was involved in **recruitment** of the staff and workers, I was involved in many tenders for the towers and major interior fit-out works as well and managed to win some of the important projects as well. I was also involved in acquisitions and integration and facility management of the private properties of our Chairman.

In 2014, I was given the responsibility of supporting the **tender and contracts** department to handling the vertical construction and was involved in various tenders, further in 2015 I was tasked by Mr. Chairman to rescue the **Sendian Tower** construction which was delayed beyond control, I spearheaded the construction as a **Project Director** and Managed to cover up delays within next 6 months and achieved the fastest construction (3.5 to 4 days per floor) in Lusail area by identifying and addressing the issues and by adoption modern execution methodologies and further achieved the **first GSAS 5 star rated commercial** tower in the State of Qatar. I further achieved all the authorities' approvals relatively fast and handed over the project in **record time**.

During My Tenure as Deputy General Manager, I took lead in various **Expansions and JV's** and proposed various other new ventures such as Fly Ash and Gabbro Business, spearheaded and Diversified Doha floors into specialized flooring company such as Vinyl, various Carpets, Raised flooring, Parquet, External Decking, IAAF approved running tracks, rubber walkways, **Interior Fit-out**, furniture and Furnishings, **Prefabricated fire rated Light weight steel buildings** and the first **specialized timber bridge** and other structure items and acquired major clients in Qatar such as **biggest packages of Doha Port and Qatar Rail**, Qatar Armed Forces, Qatar Airways, Katara, Ashghal and various VVIP private clients taking the turnover from 1.5 million to 25 million in 2018 and an order booking of 50+ million for 2019 and counting.

Dynaspex was specialized in district cooling networks and I saw the potential and efficaciously diversified it into other streams such as **Mega reservoir pipelines** and pump room works, **Pneumatic waste collection network** and pump rooms, SS pipeline, GRP and cross country oil and gas pipelines, further we managed to win the tender of Lusail's potable water network rectification, cleaning, flushing and disinfection. During my tenure I was able to acquire various Major clients such as UDC, Marafeq, Lusail Kaharamaa and various other private clients as well. The turnover grew from 4.7 million to 22 million in 2018 and an order booking of more than 19 + million for 2019 and counting.

In 2018, I was assigned responsibility to **Rescue** Various delayed projects of **Oil and Gas Division** such as **EPIC for SIP** (Shelter in Place) Building @ RLOC - Qatar Petroleum, EPIC of Tanks/Associated works- RLOC @ Qatar Petroleum, EPIC of Drier/Associated works- RLOC @ Qatar Petroleum and managed to completed the first 2 projects and streamline the last one.

In January 2019, we were awarded one of the 4 packages of words **biggest Fit-out** project **Qatar Petroleum Fit-out** works Cluster "C". I was given the responsibility to lead the project as Management representative and act as "**Project Director**" and further recruited, inducted and handed over to the new team and continued with support. During that time, we managed to be the fastest contractor on site compared to the other 3 and were the first to complete all the major submittals and initiated the "**first Blood**" on site.

In May 2019, I was assigned extra responsibilities as the "**Operations Director**" of "**Doha Floors**" Interior Fit-out Company and was given independent charge to focus and manage as stakeholder with **P&L responsibility** considering the future prospect of Interior Fit-out and FFNE in

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Qatar and tasked to take it to the next level. Within a span of 18 months Doha Floors is positioned as one of the biggest and the best company in its sector with a turnover of mere 7 million in 2018, crossed 50 + million in 2020 and 121 + millions for 2020/21.