



JERRY PESSAH

**CONTRACTS AND CLAIMS MANAGEMENT
PROFESSIONAL**

»» PERSONAL PROFILE

Civil Engineer Senior Contracts Director specialized in Construction Contracts and Claims Management with over 27 years of professional experience. Worked on the Client, Contractor and Subcontractor sides in Home Offices and Job Sites and was assigned to 7 multi-billion dollar international and domestic Oil and Gas and Mining and Metals projects in different continents of the world including South America (Peru), Europe (Spain), North America (Canada), Africa (Guinea W Africa) and currently working in the Middle East (Kuwait). Highly knowledgeable in Contracts and Claims Management from Planning to Pre-Award to Post-Award and Close Out of Contracts and Claims. Participated in Dispute Resolution processes from beginning to final settlements.

My passion is to work on the most complex and challenging construction projects in the world to demonstrate my full potential, skills, talents and additional value.

»» CORE EXPERTISE, COMPETENCES AND STRENGTHS

CORE EXPERTISE

- Contracts Management
- Claims Management
- Procurement Management
- Project Management
- Risk Management
- Change Management
- Integration Management
- Process Improvement

COMPETENCES

- Analysis Assessment
- Execution Plan Development
- Problem Solving
- Client Relationship

STRENGTHS

- Team Player
- Strive for Excellence
- Planning Strategies
- Analytical mind



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»» PROFESSIONAL ACHIEVEMENTS AND CAREER HIGHLIGHTS

- 2021** Commercial & Contract Management EXPERT – CCM Expert (World Commerce & Contracting)
- 2021** Completed Certification Program in Business Law from Cornell University
- 2020** Appointed as Council Member for the World Commerce & Contracting
- 2020** Claims, Dispute Resolution and Conflict Management – Middle East
- 2020** Profile incorporated in the International Chamber of Commerce (ICC) – ADR – France database of Experts.
- 2019** Panel Leader in the International Construction Contract Law Conference – Prague, and speaker in webinars for the IACCM
- 2018** Co-Author of the International Construction Contracts Law 2nd Edition - by Lukas Klee

Developed and implemented INTEGRAL Subcontracts Claim Management Plans for multiple projects including prevention, management and mitigation strategies, templates, samples and reports resulting in beyond expectation cost avoidances, reduction in Dispute Resolutions and amicable agreements.

7 International Assignments in Multibillion-dollar Mining and Metals / Oil and Gas Mega Projects located in the Middle East, Africa, Europe, North and South America.

Managed approximately \$ 7 Billion (US) in Contracts & Procurement through the FEL, Pre-Award and Post-Award phases and approximately \$ 1.25 Billion (US) accumulated value in potential claims from contractors. Helped avoid hundreds of millions in costs through procurement, contracts and claims management.

Supervised more than 40 professionals in 1 project from different backgrounds and nationalities worldwide (and supervised/led hundreds throughout my career).

Developed Contract Management and Procurement systems, guidelines, templates, forms and platforms and participated in multiple initiatives in different companies throughout my entire professional career.

Supported and assisted multiple professionals in growing their professional careers.



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WORK EXPERIENCE

**FLUOR DANIEL INT. SERVICE INC.
(A FLUOR CORPORATION COMPANY)**

APRIL 2017 - PRESENT

DIRECTOR II, CONTRACTS MANAGEMENT - CLAIMS EXPERT

Dec. 2018 - Present

Al-Zour Refinery Expansion - KIPIC - E&C - FDH JV (Fluor, Daewoo, Hyundai)

\$ 7 Billion (US) Energy and Chemicals - Kuwait - Middle East - Lump Sum Project

- Part of the Claims Subcontract Management Team (CSMT) providing Claims Management support and assisting to the Area Contract Managers in the Project to avoid, mitigate and manage Claims (or potential Claims) from Subcontractors.
- Evaluating entitlement for compensation of Subcontractors Extension of Time (EOT) requests or claims.
- Contractual analysis to respond and mitigate Subcontractors Claims (or potential) strategizing to obtain optimum results.
- Performing Risk Assessment, Schedule and Commercial Analysis and Recommendations for Compensation.
- Performing Claims Reporting including Financial Analysis, Business and Contracts Risk Management Frameworks, Recovery Analysis (Counter-Claims, LD's, others).

DIRECTOR I, CONTRACTS MANAGEMENT - CLAIMS EXPERT

Apr. 2017 - Dec. 2018

Clean Fuels Project - Mina Abdullah 2 Project Exp - E&C - FDH JV (Fluor, Daewoo, Hyundai)

\$ 3.6 Billion (US) Energy and Chemicals - Kuwait - Middle East - Lump Sum Project

- Part of the Claims Subcontract Management Team (CSMT) providing Claims Management support and assisting to the Area Contract Managers in the Project to avoid, mitigate and manage Claims (or potential Claims) from Subcontractors and secure the best position for the JV.
- Evaluating entitlement for compensation of approx. \$ 125 M (US) in Extension of Time (EOT) Claims from Contractors and cost avoidance of over \$ 40 M (US) up to date.
- Contractual analysis to respond and mitigate Subcontractors Claims (or potential) strategizing to obtain optimum results.
- Performing Risk Assessment, Schedule and Commercial Analysis and Recommendations for Compensation.
- Performing Claims Reporting including Financial Analysis, Business and Contracts Risk Management Frameworks, Recovery Analysis (Counter-Claims, LD's, others).



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**SSK ENGINEERING AND CONSTRUCTION
LIMA, PERU**

OCT. 2016 - APR. 2017

CONTRACTS DIRECTOR

- Directly in charge to supervise and support all Contract and Claims activities on major projects
(Currently approx. \$ 100M (US) in Contracts)

**FLUOR DANIEL INT. SERVICE INC.
(A FLUOR CORPORATION COMPANY)**

2013 - MAY 2016

**DIRECTOR I, CONTRACTS MANAGEMENT – SITE SUPPLY CHAIN
MANAGER**

March - May 2016

Compagnie des Bauxites de Guinee (CBG) – Project Expansion

\$ 600 Million (US) – Phase I – Mining and Metals - Guinea

- In charge of all Post Award Supply Chain activities on-site including Contracts, Procurement, Warehouse and Logistics. Implemented change management program, claims avoidance, invoicing, communication and all required procedures on-site and interfacing with Client's processes
- Implementing all specific procedures as per Project requirements in compliance with Fluor and CBG's legal and operational requirements.

**DIRECTOR I, CONTRACTS MANAGEMENT - SITE SUPPLY CHAIN
MANAGER**

Dec. 2013 - March 2016

International Assignment – Cerro Verde Production - Unit Expansion CVPUE

\$ 4.6 Billion (US) Project – Mining and Metals - Peru

- Worked under secondment assignment as requested by Client (Freeport McMoRan)
- Managed and supervised over 350 Construction, Services, EPCM and Vendor Contracts for approximately \$ 2.4 Billion (US) (including Freeport and Fluor's Contracts).
- Lead 13 senior contract administrators and analysts of the Owner's staff side and over 30 of Fluor's staff.
- Supervised all Contract Activities of both the Owner and Fluor.
- Provided support to Freeport's upper management in taking project decisions related to risks and claims avoidance.



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**BARRICK GOLD CORPORATION, TORONTO,
- CANADA (CORPORATE)**

2012 - 2013

SENIOR MANAGER – CONTRACTS AND CONTRACT ADMINISTRATION

- Management of the Capital Projects Framework program to define and standardize all contract procedures, forms, formats, and templates for all global regions, evaluating and documenting process flows.
- Implementation of procedures with business units across the world, a structured contract procedure covering all contract aspects eliminating discrepancies and misinterpretation.
- Contract Management Support for International Projects: Pascua Lama, Cerro Casale and Lumwana.

**FLUOR DANIEL INT. SERVICE INC.
(A FLUOR CORPORATION COMPANY)**

2004 - 2012

SITE CONTRACTS MANAGER
Vale Nickel Processing Plant

2009 - 2012

\$ 4 Billion (US) – Mining and Metals - Newfoundland - Canada

- Managed all Post Award activities for the Port, Processing Plant and Infrastructure areas.
- Over \$ 50 Million (US) in cost avoidance in negotiations and claims from subcontractors.
- Applauded for outstanding work as recognized in comments made by external and internal auditors with no deficiencies.

CONTRACTS MANAGER

2007 - 2009

Repsol C10 Cartagena Refinery Expansion

\$ 3.2 Billion (Euros) – Energy and Chemicals - Spain, Europe

- Implemented Client's and Fluor's Contract Administration practices for the entire project.
- Developed the Contracting Plan and supported all planning Strategies for the Pre-Award Phases.
- In charge of all Pre-Award activities interfacing with Client's procedures including Bidders Pre-Qualification, Bidding Process, Evaluation, Award Recommendation and Contract Award.

CONTRACTS MANAGER

2006

Jubail Acetyls | Calgary

- Collated and evaluated pricing from multiple vendors for a high volume of Vinyl Acetate Monomer (VAM) plant, negotiating exceptions to the VAM plant contract terms and conditions stemming from the sole contractor.



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2004 - 2012

SENIOR CONTRACTS ADMINISTRATOR
Cerro Verde Project Expansion Phase I

2004 - 2006

\$ 850 Million (US) – Mining and Metals - Peru

- Oversaw the management of pre-award and contract formation activities as the Cerro Verde project commenced.
- Composed contracts negotiating and executing the “Critical Path Construction” contract for the \$ 68 M (US) mechanical erection initiative, completing all critical documentation and negotiations on time.
- Generated \$ 6.7 M (US) savings, managing >\$ 100 M (US) in contracts.

CHEMETICS (DIVISION OF KVAERNER), VANCOUVER, BRITISH COLUMBIA
SUBCONTRACT ADMINISTRATOR Effluent Treatment Plant | Peru.

2004

- Coordinated from Canada, all initial post-award contract activities for the new Acid Affluent Treat. Plant Project in Peru.

PRISCOM PERU, BUENOS AIRES, ARGENTINA
ADMINISTRATIVE, FINANCE & CONTRACTS MANAGER

2003 - 2004

- In charge of all Administrative, Legal, Financial and Contractual obligations for the newly created Argentinean entity.

INVERSIONES M & S, LIMA, PERU
CONTRACT ADMINISTRATION & LOGISTIC MANAGER

2002

- Influential in developing the company's contract and procurement procedures, overseeing multiple contract and procurement activities.

SAGITTARIUS CORPORATION, LIMA, PERU
COMMERCIAL – PROJECT MANAGER

1997 - 2001

- Challenged to formulate a business plan as the company embarked on a new real estate division with an obligation not to use company funds, solely government grants.

GREMCO S.A., LIMA, PERU
SUPPLY CHAIN MANAGER

1994 - 1997

- Streamlined supply chain management procedures and policies to develop procurement and logistics procedures and documentation and maximized productivity, and designed the supply chain management system for the company.




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»» EDUCATION HISTORY

- 2021** Business Law Program – Cornell University
- 2020** Contract & Commercial Management Advance Practitioner – CCMAP (World Commerce & Contracting)
- 2018** Harvard Program - Leadership Direct
- 2018** International Chamber of Commerce (ICC) – Arbitration Program
- 2017** Harvard Mid-Level Leader - Pilot Program
- 2013** Project Management Professional (PMP) Preparation Course - Humber College
- 2006** Fluor Reference Systems Specialist (Phase II) - Fluor Contracts Management Institute
- 2006** Work Practices and Processes Specialist (Phase I) - Fluor Contracts Management Institute
- 2003** Finance Specialist | Pontifical Catholic University of Peru
- 1996** Procurement and Logistics Specialist | Peruvian Institute of Business Administration (IPAE)
- 1995** CIVIL ENGINEER - Ricardo Palma University, Peru
- 1994** BACHELOR IN CIVIL ENGINEERING - Ricardo Palma University, Peru

»» PROFESSIONAL AFFILIATIONS

World Commerce & Contracting  World Commerce
& Contracting

Association for the Advancement of Cost Engineering 