

ISSAM FARRAJ

SENIOR PROJECT ENGINEER

CONTACTS

Phone Number :
+968 95076645

Email :
issam.farraj@gmail.com

Address :
Muscat , Oman

WEBSITES & SOCIAL LINKS

[LinkedIn Profile](#)

EDUCATION

University of Technology
BSc. Electronics Engineer
Baghdad-Iraq 2004

LANGUAGES

Arabic

English

ABOUT ME

With a career spanning nineteen years, I have primarily focused on Project Management, in addition to sales, business development, and engineering.

My primary areas of expertise encompass the economic, safety, reliability, quality, and sustainability aspects of project management.

I have successfully managed projects across Jordan, Iraq, Palestine, and Oman, bringing the industry's best practices and extensive knowledge of contract and project management. My ability to provide detailed insight and guidance on each project ensures that all aspects are managed to the highest standard, guaranteeing success.

My track record speaks for itself, and I am confident in my ability to manage all aspects of a project with precision, professionalism, and excellence.

WORK EXPERIENCE

Senior Project Engineer

Metito Overseas /Muscat-Oman /Jan 2020-Present

- Handling Projects worth more than 25+ million dollars and completing them successfully.
- Efficiently organize, control, monitor, and record project activities.
- Act as the primary liaison between the owner (end-user), consultant, subcontractors, and vendors to vigilantly monitor productivity.
- Establish, maintain, and closely monitor document control logs, including orders, submittals, shop drawings, and RFIs.
- Communicate effectively with internal departments such as engineering, procurement, and finance to expedite document and material deliveries.
- Develop a practical and effective project sequence schedule. This involves promptly determining the immediate or delayed impact of an activity and closely tracking activities' status and effects on schedule considerations.
- Vigorously oversee project safety during design and execution.
- In addition to my role as a senior project engineer, I have also been entrusted with the responsibility of overseeing sales and business development activities in the Oman market. My primary objective is to identify and capitalize on opportunities for growth by seeking out new prospects and tender submissions and establishing strategic partnerships with key players in our industry.

Project Engineer

Metito Overseas/Amman-Jordan/Oct 2014-Dec 2019

- Handling Projects worth more than 15+ million dollars and completing them successfully.
- Act as an intermediary between the client, consultants, subcontractors, and vendors to facilitate communication and collaboration.
- Work together with various departments, such as Design, Procurement & Shipping, and Field Services, to ensure that the project is completed within the proposed timeframe.
- Order necessary equipment from multiple suppliers according to the project's requirements.
- Coordinate with third-party inspection companies to conduct inspection tests and ensure that the project specifications are met through quality and compliance.
- Submit technical material submittals, shop drawings, and inspection requests based on the project's requirements.

SKILLS

Project Management

Communication & Negotiate

MS Office

Time Management

Problem Solving

Leadership

Risk management

E&E Project Engineer

MD Group of Aerospace Defense/Amman-Jordan/Jan 2011-Sep 2014

- Planning, budgeting, and supervising MD projects.
- Identify customer requirements and create models and prototypes of products.
- Designing physical security, surveillance, and reconnaissance systems for critical infrastructure sites, such as power stations, airports, and military sites.
- Negotiating with suppliers and procuring items at an optimum cost.
- Ensuring that the projects adhere to client specifications and within the budget and timeframe.

Electrical Engineer

Metito Overseas/Amman-Jordan/Aug 2009-Dec 2010

- Crafting single-line diagrams and load calculations in accordance with the project/tender specifications.
- Review the electrical drawings before submitting them and address any comments from the consultant.
- Preparing the Request for Quotation (RFQ) for the Project \ tender to be disseminated to vendors.
- Assessing the technical bids received from vendors to ensure they adhere to the Project \ tender specifications.
- Formulating the Technical submittals in line with the Project \ tender specifications.

Senior Sales Engineer

Circuits City Commercial Agencies Co/Amman-Jordan/Jun 2008-July 2009

- Lead the sales team in developing and expanding new and existing markets.
- Work with customers to present technical perspectives on the company's sales offerings.
- Provide alternative solutions to meet unique end-user, component, or installation criteria.
- Develop sales and marketing strategies for key vertical market segments.
- Represent the company in industry forums, conferences, and related events.
- Interface with internal departments to ensure the accuracy and timeliness of solution delivery to individual end-users.
- Train junior sales engineers and accompany them on customer visits.

UAV Hardware Engineer

Jordan Aerospace Industries/Amman-Jordan/May 2006-May 2008

- Develop concepts, create designs, install, integrate, and test unmanned aerial vehicle (UAV) prototypes.
- Read and comprehending electrical design specifications and technical drawings.
- Identify and address customer requirements in a timely and effective manner.
- Attending meetings, prepare concise and accurate reports, and deliver presentations to managers.
- Possess exceptional communication skills to ensure seamless coordination among team members.

Sales Engineer

Circuits City Commercial Agencies Co./Amman-Jordan/Oct 2005-Apr 2006

- Working with the sales team to develop and expand new and existing markets.
- Identifying and researching potential leads and opportunities.
- Gather all the required information to create a complete estimate of sales plans and proposals.
- Analysing the customer's requirements and expectations.
- Crafting accurate and informative sales reports and documentation.

Sales Engineer

Pan Arab Technology Co./Amman-Jordan/Jan 2005-Oct 2005

- Working with the sales team to develop and expand new and existing markets.
 - Identifying and researching potential leads and opportunities.
 - Gather all the required information to create a complete estimate of sales plans and proposals.
 - Analysing the customer's requirements and expectations.
 - Crafting accurate and informative sales reports and documentation.
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