

ESSAM A. NABIH

Abu Dhabi - UAE

e.nabih@yahoo.com

+971 50 329 4553

CAREER OBJECTIVE

A diversified professional holding UAE valid residency with 14+ years of exceptional track record in, **Research, Consultancy, Business Development, Management and Education**. An Academic researcher and **Ph.D.** holder majoring in Architecture with a focus on utilizing the workplace environment as a tool to **lever organizational performance**. Seeking a Senior Consultancy position in a dynamic organization with ample opportunities for performance based growth.

SKILLS

Technical skills; Architecture, Workplace Consultancy, Facilities Programming, Teaching/Tutoring, Research, Business Development, Project Management

Interpersonal skills; Assertiveness, Supportiveness, Confrontation, Listening, Group process

Consulting skills; Critical Thinking (Defining Client Aims and Objectives), Negotiating Requirements, Data Gathering & Analysis (conducting Surveys, interviews, and focus groups), Strategic thinking, Problem definition & solving, Decision making, Explicit Presentation & Communication

Teaching skills; Command, Speaker, Presentation, Leadership, Team Builder, Motivator, Includer, Dialogue Enhancer, Subject Matter Expert, Assessor

TALENTS

- Visionary & forward thinker,
- Planner, Methodical, Goal oriented, responsible, organized
- Contributor, Creative and Innovative
- Collaborative, and inspirational team player
- Proactive, tenacious and determinant
- Intuitive

PROFESSIONAL EXPERIENCE

Architecture & Planning Group, (Consultancy)– Abu Dhabi, UAE

March 2008 – Present

Business Development Manager/Projects Coordinator

Highlights as Business Development Manager:

- Increased market visibility – Expanded client base – Managed technical and financial bids – Developed alliances with industry partners – Identified new market opportunities.

Key Responsibilities as Business Development Manager:

- Provide first hand consultancy as a subject matter expert to clients for prospect projects.
- Respond to RFP's and Manage Technical and Financial proposals and bids, and negotiate contracts.
- Represent and promote the company and act as the front end interface in related meetings, conferences and exhibitions.
- Manage existing client base and identify, evaluate, and profile new business opportunities and clients.
- Develop strategic alliances and partnerships with the objective to strengthen the company's market position and client base.
- Build relationships with key personnel from existing and new clients.
- Maintain internal database of new tenders, opportunities, and clients, while monitoring various information sources, gathering and analyzing data, and forecasting market trends.
- Promote and maintain a high level of visibility for company's services and brand by ensuring that the company is registered / pre-qualified and by developing published and online marketing material.

Highlights as Project Manager Role: major projects include:

- Al-Jadaf Complex in Dubai – 7 Plots (Hotels + Serviced Apartments + Residential) / Budget: US\$ 250 Million
- Abu Dhabi Corniche Tower (74 Storey) / Budget: US\$ 326 Million / Concept Development
- Police School & Traffic Institute in Abu Dhabi / Budget: US\$ 37 Million / Concept to Tender stage
- Expansion of Police School in Al-Ain city / Budget: US\$ 42 Million/ Concept to Tender Stage

Key Responsibilities as Projects Coordinator:

- Advising at a strategic level at the project appraisal and conception stage, including providing advice on the different approaches that can be adopted in order to successfully achieve the client's overall objectives.
- Taking a leading role in interfacing with the client and other consultants, at all project stages
- Managing the flow of project information between the team and the client, through regular meetings and written communications
- Leading the establishment of the overall success criteria for the project, including time, cost, technical and performance parameters
- Project planning, including ensuring the production of the detailed project plan
- Advising upon the procurement of services and resources
- Leading and facilitating the overall cross-functional project team
- Ensuring the production of formal project progress and other reports

Other managerial roles included:

- Staff management (where appropriate) - Inputting into the formal management of subordinate team, to include 1st round recruitment interviews, input into resource management and attendance at junior staff appraisals
- Knowledge management - Ensuring that key information and learning generated from each project is input into the company internal database
- Financial management - Ensuring prompt client invoicing and monitor a project's financial status
- Process improvement - Identifying and acting upon ways to improve internal systems and processes

Arab Academy for Science & Technology, Alexandria, Egypt

November 1998 – March 2008

Assistant Professor of Architecture (2006) / Lecturer (2003) / Teaching Assistant (1998)

Highlights:

- Successful Program Accreditation with RIBA part II and NARS – Curriculum & Course Development of 85% of the current curriculum – Excelling on courses that require direct student engagement like Design Studios – leading student group activities to apply knowledge based research and projects.

Key Responsibilities:

- Conduct assigned undergraduate and graduate courses and seminars. Prepare and conduct assessment methods to measure individual learning outcomes.
- supervise independent study activities, projects, and off-campus learning such as internships;
- Academic advising and student counseling.
- Curriculum and course development activities; Develop course descriptions, objectives, and learning outcomes while ensuring its alignment with the overall program objectives and outcomes.
- Work to obtain Accreditations from Academic and professional Institutions; RIBA, NARS.
- Render service to the professional or lay community relevant to academic specialty.
- Practice in a number of university committees; Quality Committee, Accreditation committee; Post-Graduate Committee, Library Committee.
- Advise on procurement of library content (books, periodicals, e-books) as well as laboratory requirements.
- Conduct personal research Agenda (Alternative Workplace Environments).
- Engage in scholarly activities, and/or creative endeavors which contribute to the academic mission of the University;

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- **Awards Achieved:**
 - Organization: **Ministry of Education (2007) – Egypt**
Type: **Architectural Competition – National**
Award: **2nd mention**
Project: High School Design at Port-Said City, Egypt
 - Organization: **Ministry of Culture (2004) – Egypt**
Type: **Architectural Competition – National**
Award: **1st mention**
Project: **Children Library design for rural areas in northern Egypt.**
 - Organization: **Ministry of Culture (2001) – Egypt**
Type: **Architectural Competition – National**
Award: **1st mention**
Project: **El-Qanater city Cultural Centre**
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EDUCATION

- **Ph.D. (Architecture) – Cairo University – Egypt** **December 2006**
 - *Thesis Title: **Measuring Workplace Design Performance***
 - *Case study: **Orange (City stars complex, Cairo, Egypt)***
 - *Brief: Research focused on utilizing the workplace in raising organizational performance & proposed a framework to measure design performance to direct investments in workplace design.*
 - **M.Sc. (Architecture) – Alexandria University – Egypt** **April 2003**
 - *Thesis Title: **Office & Workplace Design In The Information Era***
 - *Case study: **Vodafone (Lotus building, Alexandria, Egypt)***
 - *Brief: Research investigated modern & alternative workplace design strategies serving corporate business objectives & analyzed existing workplace design strategies utilized in local and international corporations.*
 - **B.Sc. (Architecture) – Alexandria University – Egypt** **June 1998**
 - **Other Trainings & Certifications:**
 - June 2003 – **ICDL (International Computer Driving License)**
 - July 2001 – **CIW (Certified Internet Webmaster) – Professional degree**
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PERSONAL INFORMATION

- Birth Date : July 1975
- Gender : Male
- Nationality : Egypt
- **Language Proficiency:**
 - **Arabic:** Mother tongue
 - **English:** Fluent in written and spoken English
 - **IELTS – Score 7.5 (Maximum band score 9.0) – February 2005**
 - **TOEFL/International – Score 633 (Maximum score 677) – May 2003**
- Valid Work Permit Visas: UAE, UK, Canada
- Marital Status : Single
- Residence Location: Abu Dhabi, UAE