

KARIM FARRAN

70 Amherst St, Cambridge, MA 02142 • (514) 910-1602 • karimf@mit.edu

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA

Expected May. 2022

Master of Applied Science in Supply Chain Management

HEC MONTREAL, Montreal, Canada

2019 – 2020

Master in Business Administration, MBA

Fellow in Creative Destruction Lab - Entrepreneurship module

AMERICAN UNIVERSITY OF BEIRUT, Beirut, Lebanon

2008 – 2012

Bachelor of Engineering(Honors): Civil Engineering

Minor: Engineering Management

EXPERIENCE

ALSTOM, Montreal, Canada

Aug. 2020 – Jan. 2022

Contracts Manager – Legal Dept. (North America)

- Managed legal relationships and official communications with clients on PPP capital projects with a total value of 1.3\$ billion. Contracts included supply agreements for 78 trains for the City of Ottawa with 30 years maintenance.
- Performed risk analysis on contractual provisions and negotiated 6 contract amendments with clients. Notable deals included:
 - \$2 million in additional revenue for the supply and maintenance of state-of-the-art guideway intrusion detection system.
 - \$7 million in savings for reducing the availability of trains in service in Ottawa from March 2021 to August 2021.
- Analyzed 90\$ million in penalty exposure and liaised with senior management and external legal counsel for litigation (Ghaholt).
- Provided training on new terms and conditions adopted by Canadian municipalities as part of a 3-member Canadian team.

ADC ENERGY SYSTEMS, Dubai, United Arab Emirates

Feb. 2016 – Aug. 2019

Contracts Manager – Contract Dept. (Middle East)

- Managed legal relationships and official communications with clients on construction EPC projects with a total value of \$520 million. Contracts included 4 turnkey district cooling plants for clients: Emaar, Nakheel, Tabreed and Empower.
- Led the Contract Management Department and managed a team of 2 contract administrators and 4 quantity surveyors.
- Prepared RFP documents and oversaw bidding process with major suppliers, negotiated terms and conditions
- Wrote and executed variety of Purchase Orders, Subcontracts, MOUs, NDAs, Pre-Bid and Sales Agreements
- Single-handedly devised the legal strategy averting delay damages and releasing 4\$ million retention from client Nakheel. Worked daily with the CEO to present a position to client and devise the negotiation road map.
- Proposed, initiated and wrote a tri-party agreement between ADC, Meydan and Mashreq bank to substitute an \$8 million Advance Payment Bond with an escrow account managed by Mashreq bank enabling project execution.
- Single handedly reviewed all terms and conditions of new tenders, highlighting risks and requesting amendments.
- Promoted to Contract Manager within first year of recruitment. Recruited from Joint Venture Partner (Buteq)

BUTEC, Doha, Qatar

Jul. 2012 – Jan. 2016

Contracts Administrator – Contract Dept.(Middle East)

- Managed legal relationships and official communications with clients on construction EPC projects with a total value of \$490 million.
 - Responsible for RFQ preparation, bid analysis, drafting and administration of all major Subcontract packages
 - Coordinated with cross-functional teams and played a key role in writing and securing Extension of Time claims averting 12\$ million in damages. Notable awards included:
 - 67 days extension for Marafeq Lusail District Cooling Plant.
 - 152 days extension for Qatar Foundation QSTP Tech4 building.
 - Acted as a Subcontract Manager over 3 key suppliers on Qatar Foundation QSTP Tech4 building ensuring timely execution of works within budget. Defended \$2 million in supplier claims.
 - Wrote all contractual correspondences between Buteq, clients and suppliers within the framework of the official agreements
 - Responsible for gathering and maintaining records for events and for compiling contractual facts for claims and variations.
 - Procured various construction insurances and maintained records of bank guarantees for suppliers and clients.
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ACHIEVEMENTS & SKILLS

- Certifications: MITx MM Supply Chain Management (Edx),
- Skills: Python, Power BI, Ampl, Orange, Revit and Microsoft Office.
- Languages: English (fluent); Arabic (fluent); French (fluent)
- Hiking: Pulpit Rock, Kjeragbolten and Trolltunga in Norway. Adam's Peak in Sri Lanka. Mount Garfield in the USA.
- Active member of Citizens in a State in Lebanon. Engaged in community work.