

# Al Nejad, P.Eng

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## AREAS OF EXPERTISE

- Over 12 years of experience in Cost Estimation, Project Management and Engineering services for General Contractors (GCs), Subtrades, and EPC engineering companies related to commercial, institutional, public, governmental, ICI, multi-family, mixed-used, warehouses, TI improvement, development, infrastructural, transit line, industrial, mining, transmission line, power generations, oil & gas, and civil construction projects in size \$1M to \$2.5B
- Over 5 years of experience in engineering and construction of Heavy Civil and infrastructural and transit projects to developing of planning reports, detailed and high-level and capital cost estimates, cost analysis, and coordinating the concept/geometry/typical sections with the project's team, and feasibility studies, design geometry, developing completed PS&E Package (Plans, Construction Specifications and Estimate) to coordinate the interdisciplinary requirements of structures, site/civil with the track plans and coordinate across the PS&E the consistent design/pay item elements involved in the work.
- Developing and preparing bid packages, includes creating WBS and presented cost estimate reports based on CSI master coding or Elemental cost analysis or Uniformat standard II classification due to client requirements, schedules, notice inviting bids, special provisions, liquidated damages, insurance, Bonds, coordinating reproduction of bid and RFP documents, pre-bid and proposal meetings and minutes; document bidders' and proposal, bid and proposal openings, bid and proposal evaluation, and agenda item reports for Design/Build, Construction Management, Lump Sum and Budget pricing.
- Providing and developing budget and accurate competitive cost estimates throughout the design development and construction process as applicable and to the standards of estimation prescribed in the Canadian construction industry and as aligned to the CSI/CCDC/AACEI for estimating class A to D, takeoff and cost estimate of labor manhour, material and equipment, and other supporting documentation by using excel spreadsheets and/or estimating software e.g. CostX, PlanSwift, ProEst, Bluebeam, Quick Measure on Screen, and Stack.
- Developing and maintaining of as-built estimates, escalation and units-rates, cost control and productivity adjustments to verify that unit costs are current and achievable; and benchmarking for using costs data for cost effective solutions.
- Contributing to improvement of the estimating department, client/trades retention and negotiation, process work flows, classification, and development process, such as estimate basis, estimate request, estimate development plans, and estimate data/master sheets, cost phasing, currency exposure, unit rates, bill of material BOM and as built and updated costs and productivities.
- Risk assessment, analysis, action and determined the estimate risks by identifying parameters based on the likelihood of some occurrence that would impact the costs in key estimate categories, contingency and escalation models.
- Scheduling, planning, tracking and monitoring productivities and cost by Microsoft Project (MSP) and Primavera.
- Managing projects budget from concepts through to successful installation, fabrication, construction which includes liaison with clients, trades, architects, and project administration, RFP/RFQ, monthly cash flow, purchase order, change order, and RFI evaluation review; and coordinating contraction trades and procurement.
- As a professional engineer, coordinate and Interface with other project groups, vendors, engineering disciplines, procurement and business development, construction site, plant operations for smooth and successful execution of projects and formulating project strategies and delivering customized solutions to meet clients' requirements and deadline.
- Knowledgeable of projects development methodologies, design standards and criteria
- Experienced in civil structural design work using standards to design horizontal and vertical alignment, roadway sections, intersection layout and sight distance determination, interchange layout, roadway drainage including hydraulic reports, and right-of-way plans, foundation design, steel and concrete structural design.
- Proficiently executed projects in various phases such as conceptual design, basic design, detail design, construction, commissioning, review process, and approving for conformity with drawings with understanding of standards and Codes of Practice, including CSA, OH&S, CISC, CAC, IBC, AISC, ASCE, ACI, AASHTO, API, and ASTM

## EDUCATION / CERTIFICATES

- Professional Engineer (P.Eng) of The Association of Professional Engineers and Geoscientists of Alberta (APEGA), **2017**
- Associate of The Canadian Institute of Quantity Surveyors (CIQS), **2018** - (PQS designation is in process)
- Amirkabir University of Technology (AUT), Tehran, Iran, Master of Civil Engineering **2001 - 2003**
- Azad University (IAU), Tehran, Iran, Bachelor of Civil Engineering **1993 - 1998**

## **EMPLOYMENT**

### **AECOM, Calgary, Alberta | Jan 2021 – Present**

#### **Cost Estimator Consultant**

- Provided cost estimates in all stages throughout the design development as applicable to the standards of estimation prescribed in the Canadian construction industry and using CSI, Elemental cost analysis, and Uniformat classification estimates format for commercial, mining, transit line, and high-rise building projects all across Canada.
- Developed detailed cost estimates from engineering drawings and identified deficiencies and/or questions and assisted the project team toward the answers.
- Provided and make-up of net-costs, including review of equipment/material prices, labor rates/ fringe benefits.
- Completed comparative system cost options i.e., cost alternatives or Value Engineering and reviews to help the design team in selection processes throughout the pre-contract design phases.
- Reviewed estimates compiled by others.
- Provided coordination and liaison with project management and design professionals throughout the estimate development.
- Accumulated, evaluated and documented historical cost data for the development of future estimates.

### **DAWSON WALLACE CONSTRUCTION, Calgary, Alberta | Jan 2020 – October 2020**

#### **Project Estimator**

- Created detail full-cost competitive pricing for submitted tenders in size from \$1M to \$100M, for different commercial developments, governmental and institutional, schools, fire stations, retails, mix-used buildings, base building and tenant improvement projects within the Alberta, Ontario, Saskatchewan, Manitoba and British Columbia, with considering cost savings options and evaluated and recommended allowances for indirect and unknown costs and contingency.
- Created project/tender folder, prequalified subs/trades list, establish deadlines, defined the scopes of the projects (WBS), create invitation to tender letter, and publish on Building Connected, and creating master estimation excel sheet, performed all divisions take offs, created detailed cost estimates, cost analysis, preparing preliminary schedules with Microsoft project, negotiate with the qualified trades and analyzing their quotes, maintain and develop sub-contractor relationships.
- Prepared client Estimation Master sheets, quotation presentation, inclusions/exclusions, GC's costs, heating and hording costs, takeoff building and site, detail analysis of completed estimates, and final estimate proposal packages.
- Established and maintained strategic relations with clients, trades, architects, and other stakeholders, relationship building, pre-construction support, and preparing estimating deliverables to proposal strategy for Design/Build, Construction Management, Lump Sum and pre-construction Budget pricing due to CSI.
- Participated in developing procurement plans, labour and equipment forecast, logistics plan and site workflow, project risk register, and project execution plan, and participating in design, constructability and value engineering reviews.

### **TRAUGOTT BUILDING CONTRACTORS, Calgary, Alberta | Nov 2018 – Jan 2020**

#### **Project Estimator**

- Prepared detail and competitive pricing, and provided value engineering for several Mid and large size commercial developments and buildings, movie theaters, governmental and institutional buildings, mid-rise, multi-family, mix-used buildings, base building and tenant improvement projects, provided cost savings with use of appropriate and/or past trade affiliations, and provided general contracting (GC) proposal and Budget with detailed scope of work to several projects within the Alberta, Ontario, Saskatchewan, Manitoba and British Columbia markets in size from \$1M to \$100M.
- Performed market evaluations, providing recommendations to the directors and strategically align the department within market opportunities and monitoring construction market and tendering websites (Build works, BC Central, and etc.).
- Defined the scope of the projects (WBS), performed multi trade and all divisions take off and measurement, created conceptual budgeting and detailed cost estimates and proposals, qualified and negotiated the required trades and sub-contractors and analyzing their quotes, maintain and develop sub-contractor relationships, competitive tender close preparation, maintained records of previous projects and bids, produced tender schedules, prepared responses to RFP's.
- Request to obtained bonds and prepared bid documents, and cost analysis, solicited and prepare change notices.
- Attended low bidder meetings with prime consultant and owner, client/subcontractor retention, relationship building.
- Oversee the assembly of final estimate packages, prepared GC's costs, conduct detailed analysis of completed estimates including benchmarking against similar completed projects and reconciliation of completed estimates to prior estimates.

### **ENGPRO CONSULTING, Calgary, Alberta | May 2017 - Nov 2018**

#### **Senior Estimator & Engineer**

- Lead cost estimate preparation to appreciate competitive pricing, and takeoffs services for builders, GC companies, steel fabrications, and subtrades related to commercial and industrial projects within AB, SK, ON and BC construction market.
- Worked with engineering disciplines to generate material take-off quantities (MTO), including plot plan, layout, engineering detail, architectural, civil, steel, and piping ISO drawings, and attend tendering procedure required by projects.
- Used cost estimating program and tools to develop cost estimate and cost estimate basis.
- Created WBS based on CSI and presented cost estimate reports and its basis to management team and client.
- Trained and mentored other estimators of the group and reviewed junior estimators' work.
- Developed, built and maintained in-house cost data/ benchmark and as-built estimates, and monitoring costs of projects.

- Monitored construction market, analyzed market data, traction, capacity and competitors to identify suitable projects to bid on, predict future market condition and determine project feasibility for industrial and commercial projects.

### **AVAL ENGINEERING, Calgary, Alberta | Sep 2015 - March 2017**

#### **Senior Estimator / Civil Technical Professional**

- Provided budget and accurate competitive cost estimates throughout the design development and EPC construction process as applicable to the standards of estimation prescribed in the Canadian construction industry and CCDC, CSI, Elemental cost analysis, Unifomat standard II classification and AACE for industrial, power generations, transmission line and commercial projects within Canada and worldwide.
- Collaborated with the Construction Manager, developed budget estimates and project schedule for potential and new projects and developed preliminary and detail estimates by monitoring schedule and cost, and preparing change orders
- Monitored construction market, analyzing market data, traction, capacity and competitors to identify suitable projects to bid on, predict future market condition and determine project feasibility, and collecting, analyzing, and developing a data analysis platform that tracks estimations, costing and budget accuracies, previous costs, end-project costs, etc.
- Created WBS and presented cost estimate reports and its basis to management team and client.
- Develop design options as appropriate, to enable optimized decision making on potential projects and construction approaches and prioritize all work to meet Company timelines and objectives as specified by the President.
- Maintained and developed of units-rates, cost control and productivity adjustments to verify that unit costs are current and achievable; and as-built cost data for cost effective solutions; material purchasing using Bill of Materials (BOM) and subcontract management through finalizing purchase orders and subcontract agreements due to WBS / CBS.
- Reviewed proposals for completeness, constructability, bonds, and cost, and preparing invoices during project time.
- Developed, Maintained and prepared tender proposal documents, RFP/RFQ, RFI, WBS, takeoff and cost estimate of labor manhour, material and equipment by using excel spreadsheets and/or estimating software e.g. Bluebeam, ProEst, Quick Measure on Screen, Planswift, Stack and Excel for projects in size \$1M to \$25M.

### **TOP FORM CONSTRUCTION, Lethbridge, Alberta | Jun 2014 - Jul 2015**

#### **Lead Estimator**

- Maintained budget and created a clear, accurate, defined, competitive and detail estimate and control cost with using provided software (ProEst or excel) and estimating tools for industrial and commercial projects in size from \$1M to \$15M.
- Contributed to improvement of the estimating department, process workflows, classification, and development process, such as estimate basis, estimate request, estimate development plans, and estimate data/master sheets, GC's costs, unit rates, and as built and updated costs and productivities.
- Ensured that all costs, quantity survey, and take-offs (MTO) are in alignment with the project work breakdown structure (WBS/CBS) scope of work, and presented reports to client with TFC operations manager and president.
- Reviewed design options and recommend best solution based on engineering, cost, quality or availability of new materials or methods, and assisted operations manager to schedule and monitor the cost of projects.
- Reviewed RFPs/RFQs, proposals and drawings and compliance with standards and specifications, legislation, and building codes, and determining the scopes of work SOW.
- Business development and subcontract management through finalizing sales and subcontract agreements

### **SAZEHPAD, Tehran, Iran | Nov 2007 - Sep 2013**

#### **Construction Project Manager**

- Managed construction and procurement activities of the required deliverables
- Planed, budgeted, scheduled, preparing WBS and CBS, cash flow, organizing, oversaw, coordinated and documented of the projects and monitored procurement and construction progress
- Reviewed overall project Budget and Estimating (Stage one to four), plan, schedule, risks assessment and project strategy
- Developed creative solutions to engineering technical problems, liaising with other disciplines to ensure integrated solutions in order to meet projects objectives deadline.
- Reviewed project estimation, bill of quantities (BOMs and MTOs), and new rates and assisted to preparing tender documents, and collaborated to make project schedule updates for EPC and Commercial project in size \$1M to \$50M.
- Coordinated the engineering and procurement deliverables required during the front end and detailed design phases of projects, communication with construction team, Budgeting, and detail Estimating.
- Ensured all activities comply with regulatory, safety, and environmental policies, procedures and approvals.
- Monitored project progress and quality of work of all engineering, design packages, and construction.

**SAZEH CONSULTANTS, Tehran, Iran | Dec 2002 - Nov 2007****Field / Site Engineer**

- Controlled and monitored all activities at site for compliance with standards and specifications, legislations, and codes.
- Calculated, analyzed, and modelled pipe rack, supports, foundations and civil works per as needed at site.
- Ensured that all inspections and tests are recorded on the appropriate form checklist, as indicated on the relevant ITP and documented, and initiated action to prevent the occurrence of any non-conformance.
- Coordinated contractors' shop drawing review process, and approved shop drawings for conformity with IFC drawings.
- QA/QC for all civil, structural, fabrication and erection activities at site.

**RAHSAZ TARH CONSULTANTS, Tehran, Iran | Apr 1998 - Dec 2002****Civil Engineer**

- Calculated, modeled, analyzed, and detailed civil structural design and structural with using software and hand calculations.

**SELECTED ACCOMPLISHMENTS**

- Successfully win tens of estimated bids in different type of projects and sizes during the career from \$1M to \$100M
- As an Engineer, performed alignment, civil and structural design, contract drawings development and cost estimate. The project worth \$15M and completed on a short deadline of 9 months, which included last minute out of scope add-ons.
- Generated additional revenue of \$300,000 by researching, value engineering, and developing substitution products.
- Successfully managed mid and large industrial and commercial projects with contract value between \$1M and \$30 M
- Reduced warranty claims and repairs by 20% through value engineering, QA/QC and cost estimation of projects
- Managed a team of 2 engineers, 3 estimators, and 3 draftsmen in industrial and commercial projects.

**COMPUTER SKILLS & OTHER TECHNICAL TRAINING**

- Proficient in software e.g. Planswift, Bluebeam, ProEst, QuickMeasure on Screen (Tally), Stack and Timberline, AutoCAD
- Experienced in Management Software Microsoft Project (MSP), CRM, SalesForce, ProCore and PMBOK Standard
- Experienced in actively communicating with subcontractors and suppliers seeking reliable companies to provide quality trades and goods at reasonable prices.
- Microsoft Office – Word, Excel, PowerPoint, SharePoint
- Trained in WHMIS and Fall Arrest Safety Courses, First Aid and CSTS

## **PROJECTS LIST**

### **AECOM, Calgary, Alberta | Jan 2021 – Present | Cost Estimator**

- OCN Landfill Mine. \$17.6M (Opaskwayak, MB)
- Great Bear Lake (NHWL) Offsite Non Haz Waste Disposal of Mine. \$87.8M (Yellowknife, Northwest Territories)
- PDP3 Place du Portage PH3 AWR. Renovation of High-rise buildings – Cost validation \$760M (Montréal, QC)
- Giant Mine - Landfill. \$16.3M (Yellowknife, Northwest Territories)
- City of Calgary - Spyhill Landfill. \$3.2M (Calgary, AB)
- Giant Mine – Spillway. \$5.2M (Yellowknife, Northwest Territories)
- ON. Line South Civil OLS. Budget – Takeoff review (Toronto, ON)

### **DAWSON WALLACE CONSTRUCTION, Calgary, Alberta | Jan 2020 – Oct 2020 | Project Estimator**

- Sullivan Heights School. \$21M (Surrey, BC) – Awarded
- Kamloops Valleyview School. \$20.5M (Kamloops, BC) - Awarded
- Nanaimo Fire Station. \$17.6M (Nanaimo, BC)
- Nolan Hill Centre. \$6.6M (Calgary, AB)
- SE Cemetery Operations Building. \$2.7M (Calgary, AB)
- Heritage Park Natural Resource Centre \$3.9M (Calgary, AB)
- CHEP Building 6 - High Plains. \$9.6M (Calgary, AB)
- Port Hardy Logistics Depot. \$9.3M (Port Hardy, BC)
- William Watson Lodge Modernization \$5.8M (Kananaskis, AB)
- PEXSISEN Elementary & CENTRE MOUNTAIN LELLUM Schools. \$55M (Sooke, BC)
- Quesnel Junior School. \$33M (Quesnel, BC)
- Carseland Fire Station. \$2.4M (Carseland, AB)
- Open Road Mercedes. Budget \$21.6M (Coquitlam, BC)

### **TRAUGOTT BUILDING CONTRACTORS, Calgary, Alberta | Nov 2018 – Jan 2020 | Project Estimator**

- Trinity Hills Development Block “1”. \$75M (Calgary, AB) - Awarded
- Trinity Hills Development Phase 2 Block “B”. \$60M (Calgary, AB) - Awarded
- Search and Rescue (SAR) Station Building. \$3.5M (Victoria, BC) - Awarded
- Landmark Market Mall. \$7M (Calgary, AB) – Awarded
- Landmark, Tamarack, Edmonton. \$8M (Calgary, AB) – Awarded
- Renovation of Walmart projects in different locations across Alberta and BC – Awarded
- Bldg P, Border Business Park. \$15M (Nisku, AB) – Awarded
- FedEx New Distribution building. \$25M (Barrie, ON) – Awarded
- Seton North Retail. \$14M (Calgary, AB)
- Fish Creek Development. \$15M (Calgary, AB)
- Hi-Hog Farm & Ranch. \$7.5M (Calgary, AB) – Awarded (Hold by Owner)
- Royop, Township Phase I. \$46.5M (Calgary, AB)
- TFI International, Calgary Terminal. \$14.5M (Calgary, AB)
- City of Vancouver 2780 East Broadway. \$12M (Vancouver, BC)
- RioCan, Strawberry Hill Residential. \$33M (Vancouver, BC)
- TTC, 21 Keele St. \$12M (Toronto, ON)

### **ENGPRO CONSULTING, Calgary, Alberta | May 2017 – Nov 2018 | Senior Estimator**

- Medical Marijuana Facility. \$15M (Saskatoon, SK)
- MEC Calgary Seton Commercial Building. \$10M (Calgary, AB)
- CRA Airport Corporate Center Building. \$5M (Calgary, AB)
- Ethan Allen Design Center Building. \$4M (Calgary, AB)
- Access Pipeline-CHLK-MEG 2BX Phase 2 – MEG Energy Christina Lake. (Conklin, AB)



- Husky Midstream, SGS North Leg Pipeline Expansion Project. (Fort McMurray, AB)
- Konyar Gas Facility Plant. \$110M (Konyar, Hungary)
- Devon WWT Facility Project. \$5M (Gibson, BC)
- Transmission line 230KV redevelopment (Calgary, AB)

**AVAL ENGINEERING, Calgary, Alberta | Sep 2015 - March 2017 | Civil Technical Professional - Senior Estimator**

- Mission Co-op building project including Six Storey multifamily building, gas station and car wash. \$21M (Calgary, AB)
- VollyDome Recreation Center. (Calgary, AB)
- Co-op buildings and facilities and CRUs projects - North hill Renfrew and Sage Hill. (Calgary, AB)
- Viterra Warehouse. (Taber, AB)
- Enbridge L3 Pipeline for (all Structural and Piping works of 18 pump-stations). (AB, SK, MB)
- Waste to Fuel Solution – Biodiesel Facility Plant. (High River, AB)
- Kiewit Energy Canada-LPG Tank-Ridley Island Terminal Plant. (Northern BC)
- Power generation plant Unit 16. (Medicine Hat, AB)
- Hydrocarbon Dewpoint Control Unit (HCDPU) / Sweet Gas Processing Facility. (Marsa, Turkey)
- 60 MW Combined Cycle Generation Project. (Medicine Hat, AB)
- Scobedo Substation 400 KV and 125 MVA Transformers Project. (Monterrey, Mexico)
- Enerkem Lot 3 Facility. (Gibson, BC)
- Rail deviant path and Storage - SCN Land development. (Maskwacis, AB)

**TOP FORM CONSTRUCTION, Lethbridge, Alberta | Jun 2014 - Jul 2015 | Lead Estimator**

- Waste Water Treatment Plant. (Lethbridge, AB)
- Athabasca Pipeline Twinning Project. (Athabasca, AB)
- NWR Pumphouse and Ponds Project. (Sturgeon County, AB)
- Cargill Granular Fertilizer Plant. (Elm Creek, MB)
- P&H Grain Facility. (Biggar, SK)
- Providence Grain Storage Expansion Building. (Viking, AB)

**SAZEHPAD, Tehran, Iran | Nov 2007 - Sep 2013 | Construction Project Manager**

- Sport Complex Championship Recreation Center Project. (Khorramshahr, Iran)
- Development Phase 2 of University of Oil Industry Project. (Abadan, Iran)
- Yas Hengam High rise building Tower (Three Towers each 15 Storey) (Tehran, Iran)
- Al-Ghadir Pipeline Project. (Abadan, Iran)

**SAZEH CONSULTANTS, Tehran, Iran | Dec 2002 - Nov 2007 | Field Engineer**

- Bidboland II Gas Development Facility Plant. (Behbahan, Iran)
- Air Separation Unit Plants – ASU I & II. (Assaluyeh, Iran)
- HDPE Facility Plant. (Arya/Sasol-Assaluyeh, Iran)
- LDPE Facility Plant (Marun Petrochemical - Mahshahr, Iran)

**RAHSAZ TARH CONSULTANTS, Tehran, Iran | Apr 1998 - Dec 2002 | Civil Engineer**

- Tehran L5 and L1 Metro Underground Project. (Tehran, Iran)
- Karaj L3 metro underground railway project. (Karaj Iran)
- Mashhad L3 LRT project. (Mashhad, Iran)