

Magdy Sharkawy

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Professional Profile

A visionary leading senior executive with extensive experience and outstanding skills in business management and directing teams undertaking repair of the world's largest ships. As a long-standing industry consultant, leverages in-depth knowledge of the field to define and execute best practice ship repair. With a comprehensive business background in an international environment, excels at leading the acquisition, planning and delivery of complex projects under extreme pressure to exacting standards on time and cost-effectively. Client-focused and results-oriented, possesses excellent interpersonal, communication and negotiation skills and the ability to analyse and formulate innovative solutions to challenging problems.

Career Summary

2016 March – present **M & Y MARINE CONSULTANCY SPC**
Founder & Chief Executive

2014 – 2016 February **Ship Repair General Manager**

2013 – 2014 **Acting Commercial General Manager**

- Restructuring led to the Commercial General Manager position being re-established as Ship Repair General Manager, responsible for the Estimating; Invoicing; Project Management; Navy, Defence and Industrial Projects; Sales and Marketing; Customer Care; and Worldwide Agent Network Departments
- Playing a lead role in strategic planning for the company, particularly regarding marketing and promotion, sales, project estimates and price levels, invoicing and identifying customer prospects
- Developing and maintaining effective relationships with all customers, together with the Yard's agents, and undertaking customer visits to promote capabilities
- Negotiating long-term contracts to obtain optimal terms and conditions both for the Yard and for the customer
- Taking the initiative with customers to identify areas of potential conflict or dispute and working to resolve these issues to ensure excellent relationships and assure future business; implementing the Yard's Quality Assurance System to analyse performance ratings for unstated customer expectations

2008 - 2013 **Ship Repair and Projects Manager**

- Managed all the company's ship repair activities and new projects and responsible for the Project Management, Navy and Industrial Projects and All Marine Movements Departments
- Liaised with and provided update reports to the management team on all aspects of ship repair projects to ensure highest standards of efficiency, timeliness, budget management and customer fulfilment
- Researched, prepared, implemented and controlled the Division's annual operating budget and oversaw maintenance and repair of all equipment
- Established development, implementation and ongoing maintenance of Quality, Environment, Health and Safety (QEHS) Policy within the Division
- Worked closely with client representatives to identify and resolve issues arising to complete satisfaction of the customer
- Defined all project expenses for the preparation and settlement of final accounts

Career Summary continued

2007 - 2008 **Acting Ship Repair Division Manager**

1998 - 2007 **Senior Ship Repair Manager**

- Assisted the Ship Repair Division Manager to coordinate and manage all ship repair activities in the yard
- Solely responsible for successfully project managing on time and on budget

- Conversion of the ABOUZAR 1200 from crane barge to pipe laying barge for IOCE, Iran
- Building of the new service boat NAKILAT-VI for the Kuwait Oil Tanker Company
- Conversion of the KNOCK TAGART of Red Band, to FSO
- Conversion of four tankers to FSO for Petrobras, Brazil

1992 - 1998 Ship Repair Manager

- Managed all ship conversions and ship life extension projects in the yard to the satisfaction of customers and directly contributing to the company's outstanding year-on-year revenue increases

1984 - 1992 Estimator, Invoicer and Ship Repair Manager

1982 - 1984 Assistant Ship Repair Coordinator

**1977 - 1981 TIMSAH SHIPBUILDING & SHIP REPAIR
Engineering Department**

**1976 - 1977 EGYPTIAN NAVY
Reserve Officer**

Education and Qualifications

B.Sc. Marine Engineering and Naval Architecture
Faculty of Engineering, Alexandria University, Egypt

Professional Memberships

2004 - present Lloyd's Technical Advisory Committee for the Middle East and Africa
1996 - present Marine Expert, Gulf Cooperation Council (GCC) Arbitration Centre

Key Skills

IT: Microsoft Office including Word and Excel; Microsoft Project and Oracle Primavera

References are available on request