

Mohamed Ramy

Instructor

I have developed extensive techno-commercial expertise across both the oil & gas and mining sectors, operating in highly technical, production-driven, and risk-sensitive environments.

My professional foundation was built within the oil & gas industry through my work at Agiba Petroleum Company and Egyptian Maintenance Company. In these roles, I managed the full contract lifecycle, including tender strategy, technical and commercial evaluations, contract drafting, negotiations, variation management, claims handling, and close-out processes. I gained strong exposure to EPC contracts, drilling and production services agreements, risk allocation mechanisms, and insurance frameworks such as Construction All Risk (CAR). Operating in joint venture structures and highly regulated environments strengthened my ability to balance technical compliance with commercial optimization.

Since March 2025, I have expanded my expertise into the mining sector at AngloGold Ashanti, supporting large-scale mining operations within a fast-paced production environment. My responsibilities include strategic sourcing, contractor management, underground equipment procurement, dewatering systems contracts, and high-value supply agreements. Working in mining has further enhanced my ability to manage operational risks, control costs under production pressure, and ensure commercial alignment with site performance objectives.

Across both industries, I specialize in:

- Techno-commercial contract management
- Strategic sourcing and supplier evaluation
- Risk mitigation and claims management
- Budget control and cost optimization
- Negotiation strategy in high-value industrial projects

My combined experience in oil & gas and mining positions me as a commercial leader capable of operating effectively in heavy industrial, technically complex, and capital-intensive sectors.