

ABDOL HAGH, PE, PHD

"A Business Minded Professional, Leading Engineering Innovation"



Abdol Hagh is a design and construction industry veteran with significant accomplishments leading initiatives in both engineering and operations. His distinguished career is hallmarked by highly successful management of large design and construction management entities as well as delivery of major projects around the United States and internationally, including signature museums, high rise buildings, tunnels, bridges, airports, long-span structures and other complex specialty and infrastructure projects.

Mr. Hagh's achievements include project and design team leadership and major business development successes. He has managed the Building Engineering Group of AECOM North America with more than 2000 professionals, negotiated and managed high dollar-value contracts, and scored project acquisitions for his companies that produced revenues exceeding \$300M. He grew Weidlinger Associates from 180 professional staff to 400+, \$25M to \$80M+ in revenues, with profitability averaging 15% of gross income.

Earlier in his career, he had published numerous technical journal articles on complex structures and soil/structure systems and holds a PhD in Civil Engineering from Northeastern University. He earned a Master of Science degree in Structural Engineering from MIT and a Bachelor's degree in Civil Engineering from Northeastern. He is registered as Professional Engineer in twenty states and Puerto Rico.

He is a focused leader, recognized for delivering superior results, creating and driving development and implementation of strategic plans and leveraging his innovation and management skills. He is particularly competent in understanding all sides of complex issues and brokering the conversation between government, business and engineering organizations to achieve targeted goals.

Mr. Hagh is a strong leader with obvious drive and determination. Proficient at managing daily operations while maintaining a "big picture" perspective, he excels at leveraging business and engineering knowledge with a tireless work ethic to deliver results. He is effective in resolving issues through analytical, collaborative and cost-conscious methods and turning challenges into opportunities.

His skills in guiding critical operational and engineering initiatives to a successful conclusion are complemented by well-practiced negotiating skills, a willingness to "roll-up his sleeves" when needed and a simple ability to engender trust and inspire the confidence of stakeholders at every level. He is a creative executive with motivational abilities that exude loyalty, professionalism and commitment to excellence.

P&L Management
Mega-Project Management
Design/Build Project Management
Engineering Design
Transport Systems
International Engineering Projects
Business & Team Development
Client Relations & Negotiations
Strategic Partnerships/JVs
Contract Pursuit & Capture

Mr. Hagh is an articulate communicator, who has demonstrated the ability to establish and maintain C-level relationships, reengineer processes, develop multi-functional teams to support strategic initiatives and produce meaningful and measurable growth and success throughout his career.

In his most recent position, Mr. Hagh was the Chief Operations Officer and Chief Technical Officer with KEO International Consultants in Abu Dhabi, United Arab Emirates. KEO is a highly integrated and agile AEP/PMCM firm and is ranked by the Engineering News-Record (ENR) in the Top 225 International Design Firms, a Top 20 International PM/CM firm, and is the 44th largest global architecture firm. The company draws expertise from over 60 nations, bringing experience from every major market of the globe.



Major Transportation Projects

Riyadh Metro Project, Riyadh, Saudi Arabia
Doha Metro, Doha, Qatar
Lusail Expressway, Doha, Qatar
PATH Transit Center, NY
Second Avenue Transit Project, NY
George Washington Bridge Retrofit, NY
Sakonnet River Bridge, Newport, RI
Fairhaven Bridge, Fairhaven, MA
PATH Terminal Structural Design, NY

Aquariums and Museums

Museum of Fine Arts (MFA), Boston, MA
Tennessee Aquarium Peer Review,
Chattanooga, TN

Commercial Mixed-Use Projects

One Lincoln Street, Boston, MA
Atrium at Chestnut Hill Mall and Garage,
Newton, MA
Hotel Commonwealth, Boston, MA
Esplanade on the Charles, Cambridge, MA
Jewish Healthcare Center, Worcester, MA

Educational Projects

Boston University Student Residence,
Boston, MA
University of Massachusetts – New
Campus Center, Boston, MA
Sweet Briar College Student Center
Addition, Sweet Briar, VA
University of North Carolina, Global
Education Center, Chapel Hill, NC

Infrastructure Projects

MTA Bleecker Street & Station
Rehabilitation, New York, NY
Central Artery/Tunnel, Boston, MA
Cooper River Bridges Demolition (Design
Build), Charlestown, SC
MTA Dey Street Concourse
(Design/Build), New York, NY
MTA East 180th Street Station
Rehabilitation, Bronx, NY
MBTA, Boston, MA
Portland Jetport Car Rental Facility,
Portland, ME

He was recruited by KEO as COO/CTO at KEO were much broader than just the Lusail Soccer Stadium project. He provided leadership, management and vision for more than 2500 employees in the UAE region, implementing effective operational controls, administrative and reporting procedures, recruiting practices and systems. He was a key Member of the Executive Leadership Board and the Direct Leadership Management Board. He created operations strategy and policies and led Business Development programs in all market sectors for the full range of KEO business units in the UAE.

His responsibilities also included managing the company's bid and contract capture for the \$1B Lusail Soccer Stadium Design/Build Project in Doha, Qatar. He was successful in negotiating and capturing the megaproject for KEO. Functioning as the Executive-in-Charge, he was directly involved in the design, construction, implementation and quality assurance/quality control of the project, managing more than 600 professionals over a span of two years. He held full P&L for the project, which ultimately produced revenue exceeding \$100M for KEO.

One of his operational restructuring projects led to reorganization of three design divisions, eliminating more than \$30M in losses in the first nine months. He also implemented financial and fiscal accountability throughout the design divisions and oversaw the Project and Program Management training program development as well as the development of the Quality Management System.



Prior to being recruited by KEO for the Lusail Soccer Stadium project, Mr. Hagh was employed for eight years in executive management roles by AECOM, a Fortune 500 company with annual revenues exceeding \$18.2B that designs, builds, finances and operates infrastructure assets for governments, businesses and other organizations in more than 150 countries.

From 2013 to 2015, he was the Senior Vice President for AECOM in Riyadh, in the Kingdom of Saudi Arabia. In this key business role, he led the negotiation and capture for a contract to manage the design and construction for the \$10B Riyadh Metro Design/Build megaproject, with budget responsibility exceeding \$250M and more than 2000 employees. The project represented the largest project in terms of annual revenue and project scope that AECOM had ever won.

Earlier with AECOM, he was Senior Vice President for the North America Building Engineering Group in Boston, MA, where he held full sales and P&L responsibility, employing 2000+ professionals and delivering \$300M in annual revenues. During his tenure he turned around a languishing business structure, restructuring the leadership team, enhancing cohesion and collaboration between 30 offices across USA & Canada and increasing the firm's credibility in the construction industry, leading to more and larger contract wins.

For the first two years of his employment at AECOM, from 2008 to 2010, Mr. Hagh was the Senior Vice President for the Specialty Practice Group, where he managed a technically specialized group of AECOM subsidiary companies, consisting of more than 600 employees and P&L exceeding \$90M. He was highly effective in consolidating and integrating the smaller unique and technically specialized firms into the AECOM organization and brand. During this period of his career, he was also the Design Director for the Path Transit Center megaproject in New York. The project had a total construction cost of \$2.7B and was a complex project at the site of the collapsed World Trade Center Twin Towers.



In 1980, Mr. Hagh joined Weidlinger Associates while completing his Master's degree in Structural Engineering at MIT. He steadily progressed to positions of increasing responsibility, becoming Partner in 1989 and Managing Director in 2000. Weidlinger is a New York City-based structural engineering firm that designs and rehabilitates buildings, bridges, and infrastructure and provides special services in applied science, forensics, and physical security. The firm has branch offices in MA, CT, NJ, CA, NM, and Washington, DC and conducts business in Scotland as Weidlinger Associates, Ltd.

During his 25-year tenure at Weidlinger, he led the pursuit, negotiation, and capture of some of the firm's largest projects. He positioned the company for growth and profitability, restructuring the organization and energizing a new Board of Directors group. He was successful in growing the firm from 180 professional staff to 400+, \$25M to \$80M+

"I am a business-minded executive with deep management & technical skills, gained across a 38-year career of design industry experience, and built on an MS from MIT and a Ph.D. from Northeastern University. My experience, coupled with strong business development skills, is exemplified by winning the largest ever engineering design and management contracts awarded to KEO & to AECOM. My career is rounded off by a depth of successful P&L management experience. I have authored numerous technical papers and am a Lecturer at MIT and Northeastern

revenue growth, with profitability averaging 15% of gross income. As a Partner, he managed client relations and business development activities and directly managed the Boston office with P&L above \$10M. His aggressive and proactive marketing plans were effective in driving substantially increased revenue and securing strategic partnerships with large contractor companies, including Keiwit, Perini, Modern Continental, and Bechtel, generating \$100M+ in revenues over ten years.

Examples of the very large projects he secured and managed for Weidlinger included the \$40M Design & Management contract on the \$1.2B Central Artery/Tunnel Project in Boston and the \$4M Design & Management contract on the Museum of Fine Arts project in Boston for which he also served as Design Director with a total construction cost of \$600M.

As an Associate Principal from 1986 to 1989, he managed a 20-person staff with responsibility for a \$3M design delivery budget. He increased company revenue, profitability, and technical credibility by improving deliverables quality and attracting many new clients in engineering, design, and real estate development sectors. Earlier, as a Senior Engineer, in which position he began in 1980, he was responsible for engineering and design delivery, leading an eight-person staff.

Mr. Hagh is a US Citizen and currently resides with his family in Boston, MA.