

# Francisco Alejandro Fabian Valencia



EPC Mega-Project Direction & Execution | Lump Sum, Reimbursable & Unit Price Contracts | Profitability & Financial Risk Mitigation | Construction Management & Contract Closure. Direction and Execution of EPC Mega-Projects. Profitability Management & Financial Returns (Operating margin optimization). Risk Mitigation, Contract Management, and Contractual Closure. Zero-Accident Culture & Constructability Implementation. ISO 9001 / 14001 / 45001 Integrated Management Systems. Budget Optimization, Procurement, and Global Supply Chain Management. Strategic Negotiation and Management of Corporate Subcontractors. Contract Management Expert.

## WORLEY ENGINEERING MÉXICO | September 2023 – March 2026.

### Deputy Construction Director.

Operational leadership of the national construction portfolio, coordinating engineering, material resources, global procurement, and strategic subcontractor authorizations in parallel with ongoing construction and contract management. Directly accountable for portfolio profitability, quality plans, and HSE directives across industrial infrastructure, pharmaceutical, food & beverage, and Oil & Gas projects.

**Extreme Profitability Achievement:** Maximized project profitability under management (CBI Veracruz, CBI Nava, CBI Obregón, FOXCON, GNN Altamira, GNN Hermosillo, and Mayakan Energy Expansion) by co-designing and executing a comprehensive quality, safety, and environmental management plan, delivering an average 6% increase in operating margin against the baseline budget.

**Procurement Operational Efficiency:** Optimized strategic alignment between Engineering and Procurement, reducing lead times for critical materials by 8% and ensuring operational continuity in turnkey projects.

**Human Capital Leadership:** Spearheaded the sourcing, selection, promotion, and development of construction personnel (assistants, technicians, supervisors, and managers) for each project, reducing recruitment and hiring cycle times by 60%.

**Historic Safety Record:** Steered field operations to achieve a historic record of 15 million man-hours (HH) without lost-time incidents specifically at the CBI Veracruz project.

**Engineering and Construction Excellence:** Conducted daily, weekly, and monthly physical progress tracking across the portfolio, consolidating the entire project pipeline 100% on time, with top-tier quality, environmental stewardship, and a 0% accident rate.

## SAMSUNG DBNR | 2021 – 2023. Construction Coordinator.

Operational and administrative management for Phase II of the Dos Bocas Refinery project in Paraíso, Tabasco (PTI-ID), comprehensively supervising the HDTGO U-40000 plant with a consolidated Integrated Price budget of \$650M USD.

**Mega-Project Financial Direction:** Executed strict budget controls and resource optimization for the HDTGO U-40000 plant package (\$650M USD), ensuring efficient administration of subcontracts and bulk material procurement without financial deviations.

**Contractual Timeline Optimization:** Implemented daily, weekly, and monthly physical progress reviews across all disciplines, enabling timely, data-driven decisions that accelerated plant delivery two months ahead of the contractual commitment.

**Global Safety Culture:** Successfully deployed Samsung's "NOLA: No Injuries and Accidents" (2022) and "Incident Injury Free" (2021) programs, managing multidisciplinary labor forces of thousands of workers to reach a milestone of 45 million man-hours with zero major reportable incidents.

## ARENDAL | 2019 – 2021. Construction Manager.

Accountable for leading field operations, physical progress monitoring, budget optimization, material procurement, and evaluation/supervision of subcontractors for highly complex Lump Sum energy infrastructure projects executed during the COVID-19 health contingency.

**Critical Project Delivery:** Directed the Hermosillo Sonora Compressor Station project for IENOVA, overseeing the installation of 3 turbocompressors valued at \$27.5M USD, delivering the project in strict compliance with schedule baselines and international standards.

**Resource Optimization in Remote Operations:** Designed workforce logistics and technical discipline assignments tailored to the remote geographic location of the Pitiquito, Sonora site, capturing a 16% savings in subcontracted labor costs through cross-planning.

## Professional Profile.

Industrial Construction and Operations Director with extensive experience leading infrastructure, refinery, energy, mining, and Oil & Gas mega-projects valued at up to \$650M USD. Expert in maximizing profit margins (achieving increases of up to 18% over the planned budget), financial control, and contractual risk mitigation utilizing advanced constructability methodologies.

Transformational leader focused on a zero-accident culture, backed by global records of up to 45 million man-hours without lost-time incidents. Strong competencies in the implementation of Integrated Management Systems (ISO 9001, ISO 14001, ISO 45001).

## Education & Certifications.

Master of Engineering (M.Eng.) | UNAM | 1998 – 2000.

B.S. in Civil Engineering | IPN | 1990 – 1996.

Construction Management Certification | ITESM | 2017 – 2018.

## DESARROLLOS ROD CONSTRUCCIONES | 2018 – 2019. **Construction Manager.**

Directed field operations and execution controls for the firm's commercial building, industrial warehouse, and real estate development portfolio. Responsible for subcontractor selection, contract negotiation, and project commercial closeout.

**Risk Mitigation & Contractual Closeout:** Orchestrated the commercial handover and definitive contractual closure of complex industrial facilities (COFICAB Ciudad Juárez, 4,400 m<sup>2</sup> facility valued at \$3M USD; and COFICAB León, 2,500 m<sup>2</sup> industrial warehouse valued at \$2.5M USD), achieving clean closeouts with zero contractual penalties.

**Large-Scale Project Management:** Supervised the conceptual phase development and engineering for the Alavia Park Durango mega-project (a 300-hectare real estate development valued at \$28M USD under mixed Construction Management, Lump Sum, and Unit Price schemes).

## ICA FLUOR OPERACIONES | 1997 – 2018. **Construction Superintendent / Senior Discipline Lead.**

Led physical execution and cost controls for large-scale industrial projects. Specialist in execution plans, schedule monitoring, proforma cost control, cash flow management, extra work orders, out-of-scope claims, and the application of constructability methodologies across civil, structural, mechanical, and commissioning fronts.

**Historic Profitability Increase:** Spearheaded the Carbon Preflotation Project (CPP), driving final profitability to an actual 18% margin against an original 7% projection through a rigorous cost control strategy, constructability application, and justified out-of-scope claims.

**Historic Safety Record:** Provided direct field leadership to secure the global safety award granted by Goldcorp, accumulating 4 million man-hours worked without lost-time incidents across the CPP and PLP projects.

**Global Audit Excellence:** Co-led operational fronts to secure the highest safety and audit metrics awarded by Fluor globally in the history of ICA FLUOR projects, achieving a 9.3/10 score on the PLP project and 9.1/10 on the CPP project.

**Institutional Contribution & Knowledge Management:** Developed, structured, and formally published the Construction Administration Program within the ICA FLUOR Virtual University, establishing the mandatory educational baseline for the company's incoming management tracks.

### **Comprehensive Historical Portfolio Management (Featured Project Leadership):**

**Pyrita Leach Project (PLP):** 15-tank capacity (630 m<sup>3</sup> each) | \$342.49M USD | Lump Sum.

**TULA Coker Plant (PEMEX):** 86,000 BPSD capacity - 145,000 m<sup>3</sup> of concrete | \$1,300M USD | Open Book to Lump Sum.

**Cadereyta Clean Gasolines:** 42,500 BPSD capacity | \$173.69M USD + \$1,072.64M MXN | Lump Sum and Unit Prices.

**Poza Rica 1 Cryogenic Plant:** 290 MMscfd capacity | \$213.85M USD + \$1,450.34M MXN.

**Minatitlán II Reconfiguration (Revamp) & Clariflocculator:** \$1,719.32M MXN.

**Reynosa 1 & 2 Cryogenic Plants:** 200 MMscfd capacity | \$134M USD.

**Samalayuca II Combined Cycle Thermoelectric Plant:** 600 MW capacity | Lump Sum.

## Continuous Education & Methodologies.

**Project Control & Methodologies:** KPIs and Codes of Conduct (Worley, 2023), Writing Project Scope (FLUOR, 2013), Project Financial Planning & Vision, Constructability, WBS, Chart of Accounts, CWP, and AWP (ICA FLUOR).

**HSE & Management Systems:** HSE Safety Summit (ICA FLUOR, 2015), Integrated Quality, Environmental, and Occupational Health & Safety Management Systems (ISO 9001/14001/45001), PEMEX Project Safety Induction.

**Corporate Leadership:** Investment in Excellence (Arendal, 2019), Managerial Coaching, Transformational Leadership, Decision Making, and Contractual Negotiation (ICA FLUOR).  
**IDIOMS & TECHNOLOGIES.**

**Languages:** Spanish (Native) | English (Advanced / Full professional proficiency).

**Technologies:** MS Office, Advanced Excel, Specialized Budget Tracking Software, and Digital Field Construction Control Tools.