

Melhem M. Farah
DOB: 05/03/1971
Intl Tel: +961-3-630797
MAIL: melhemwww@yahoo.com
LOE # 2908



Personal data & Qualifications:

- Electro-Mechanical Engineer at 1993 from Lebanese university with a distinguished graduation grade in Electro-Mechanical Industrial application, when developing the first Robotic application linked to image treatment and recognition.
- Technical guru with extensive knowledge of the power generation technology and its environment.
- Adapt at negotiating major technical and commercial contracts, pricing as well as handling crises, meeting deadlines and managing multi-aspect projects.
- Strong commitment to customer satisfaction and quality service.
- Effective problem solving and decision-making.
- Strong analytical and strategic planning skills.
- Self-motivated, enthusiastic and a proven leadership.
- Trilingual (Arabic, English and French).
- Ability and capability to move all over the African continent.
- Attendance on regular basis of Power-gen exhibitions.
- High willingness to work into challenging conditions.
- Worldwide traveller, ability of quick accommodation.
- Married with Four children.
- Interests in Football, Reading, & mountain hiking.
- Additional areas of expertise include: Strategy, Vision & Mission Planning, Finance, Budgeting & Cost Management, Sales & Marketing Leadership, Public Relations & Media Affairs, Profitability & Cost Analysis, Policy & Procedure Development, Programs, Services & Products, Government Regulations & Relations, Human Resources Management, Contract Negotiations & Strategic Alliances, Team Building & Performance Improvement.
- Extensive experience in Power Project Consultancy, Design & Engineering, Project Management, Sales & Marketing activities for turnkey Power Plants and Equipment, IPPs, Renewable Energy, Combined cycle, Co-generation projects. Worked in tandem with major OEMs like General Electric, Alstom, Siemens, Thermax Babcock, Wartsila, B&W MAN, Larsen & Toubro, etc.

Professional Experience:

A) 1993-1995:

Field Service Engineer at JOSEPH TEHINI & SONS s.a.r.l – Agent of **MAN B&W GERMANY** Diesel Engines: 1993-1995

B) 1995-2003:

Operation Manager at SAKR POWER SYSTEMS s.a.r.l – Agent of **CUMMINS-UK**(High speed) & **GE –USA** (Medium speed) Diesel Engines.

C) 2003-2006:

Power Plant Manager at SAKR POWER SYSTEMS s.a.r.l – Developing and conducting EPC activities based on TurnKey Projects for **MAN& Wartsila**.
Conducting a successful **PILOT PROJECT** for **BIO-DIESEL(PALM OIL)** application with **GE-USA** at **RESEARCH CENTER- BANGALORE INDIA**.

A) 2007-2015: Self Employment Facilities

In the aim of taking advantage of my managerial skills , a move into a newly established **OWN** company **SOFAB s.a.r.l** in **WEST AFRICA, BURKINA FASO** for **EARTH MOVING MACHINERY SERVICES** was accomplished successfully to fully support a family business newly established activity , also due to my previous experience in Power Generation a solid link with an American power generation company :**POWER & ENERGY WORKS** in view of developing a **COMBINED CYCLE GAS TURBINE POWER PLANT OF 450 MW IN IVORY COAST**.

B) 2016-Present: Self Employment Facilities

A come back to Lebanon had took place in view of establishing a Technical Hub of excellence serving the Power Generation Industry, leading to successful implementation of **FOTECO sarl**, due to the high experience and core skills of the team, Foteco had rapidly becomes an icon in the market of Power Projects whether in conventional Plants powered by internal combustion Engines or Turbines, burning diesel, gas, HFO or Coal.

- Undergoing development 400 Mw gas power plant with the Group Zuma Energy ltd ,egbema Nigeria .

- Full development of a complete business case including Conceptual Engineering Design & Comprehensive Feasibility Study of 250 mw Coal Power plant on **CONSULTANCY** basis for Ministry of Electricity, Nigeria.

C) 2024-Present: Self Employment Facilities

Integration of **MEMACO Alliance Nigeria Ltd** in Nigeria tackling new energy vehicle projects (EV and CNG) and Modern Agriculture Hub Projects.

Sincerely yours,

Melhem M.Farah