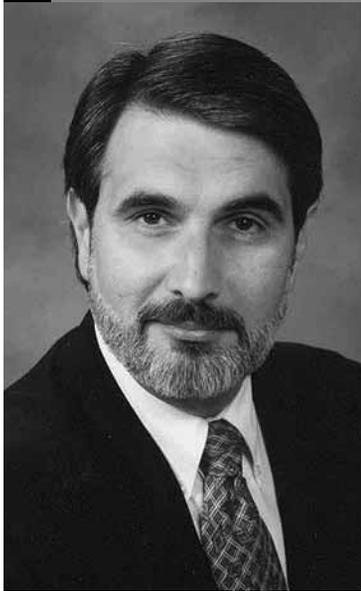


FROM THE TOP

➤ **FRED SAMELIAN** PRESIDENT, HILL CONSTRUCTION CLAIMS AND CONSULTING GROUP



ON HIS CAREER

I got my start in construction as a young boy in the US watching my architect father draw pictures that would eventually become structures. My first job in the business was as a draftsman during my summer breaks until I was in high school when I was sent into the field as a labourer. Father thought one should learn the trade from the ground up – literally.

After a brief stint in the army and foreign study in the former Soviet Union in the early 1970s, I decided to pursue a career that allowed me to experience the world outside of the US. I obtained a BA in International Affairs and went to work for, of all people, my father, who was designing and building projects in the developing world. This gave me exposure to Libya, Nigeria, Jordan, Saudi Arabia, Nicaragua, India, to name a few, all by my mid-20s!

When my father passed away, the company was acquired by another, and I joined Stone & Webster Engineering Corporation to assist them in entering the industrial power market. The big company structure and procedures were in stark contrast to what I had been used to. Luckily for me, SWEC's training programme laid an outstanding

foundation for on-the-job training. Developing and implementing a strategy to enter a new market for a major E&C firm was one of the most challenging and rewarding experiences of my life.

When my boss at SWEC left to join Hill International, I was pursuing an MBA at SWEC's suggestion, but the challenge of joining a fast-growing, entrepreneurial company like Hill was so appealing that I jumped at the opportunity. That was 30 years ago!

My career really took off when I joined Hill International and met its founder Irvin Richter. I found the freedom and flexibility he provided to be intoxicating.

ON HIS HIGHLIGHTS AND REGRETS

The highlight of my career has been, and continues to be, the extraordinary people I have met along the way and the amazing team of professionals with whom I now have the honour of working. My only regret is that my father passed away at such an early age that he was unable to witness or participate in a career that he was so gracious to provide for me.

ON ADVICE TO YOUNG MANAGERS

As quickly as possible, build your confidence and recognise and use your strengths to your advantage. With confidence comes the ability to be innovative and with innovation comes change for the good. Embrace change, seize opportunity while you are young, gain as much experience as possible and take a few chances along the way. ●

CURRICULUM VITAE

Career

● **President of Hill International's Construction Claims and Consulting Group**

● **President and chief operating officer, Hill International**

● **Founding member of the board of directors of Gerens Hill, Madrid, Spain, a Hill-affiliated company performing project management services in Europe and Latin America.**

● **Senior vice president, Hill International Claims Operations, UK**

● **President, Hill's Western Region USA**

● **Director with PricewaterhouseCoopers, California**

● **Marketing engineer, Stone & Webster Engineering Corporation**

● **Several positions with the Kuljian Corporation based in Philadelphia**

Education

● **BA in International Affairs, George Washington University**

● **MBA, Southern Illinois University**

Professional qualifications

● **Licensed General Contractor in the State of California**

● **Qualified individual on both of Hill International's State of Nevada Contractors License A and B.**

● **Project Management Professional (PMP) certified by the Project Management Institute**

● **Accredited mediator certified by the Chartered Institute of Arbitrators (CIARB), UK**

The Chartered Institute of Building

The Chartered Institute of Building is at the heart of a management career in construction. Our focus is on those entering and already in a management career in construction. By delivering qualifications and certifications that meet the needs of a changing industry. We work with members, employers, academia and governments across the globe to drive forward the science, practice and importance of management in construction.

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OUR MISSION: To contribute to a modern, progressive and responsible construction industry, meeting the economic, environmental and social challenges of a global society

OUR VALUES:

- Creating extraordinary people through professional learning and continuous professional development.
- Promoting the built environment as central to quality of life for everyone, everywhere.
- Achieving a sustainable future worldwide.
- Being socially responsible and advocating exemplary ethical practice, behaviour, integrity and transparency.
- Pursuing excellence in worldwide management practice and technological innovation rooted in evidence based research.
- To be the inclusive valued Institute of choice for built environment professionals.

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“Embrace change, seize opportunity, gain as much experience as possible and take a few chances along the way”