

GEORGE T. HARAMIS

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Senior Project Manager & Project Director • Director of Business Development

Bilingual (English/Spanish) executive with a successful history of project management and business development spanning multiple industries, applications, geographies, languages, and cultures. Hands-on change agent and solution-oriented leader with expertise in implementing procedures to affect dramatic turnaround while guiding top-level teams to consistently meet and surpass organizational objectives.

Leadership	Management	Proficiencies Development	Project Management (EPC)
Team Building Cultural Interactions Personnel Enhancement Vision Focus Motivation	Project Sales Marketing Engineering Operations Product Launches	Business Project Business Process Product Organizational Sales Channels Sales Forces	Engineering & Procurement Construction Scheduling & Project Controls Commissioning / Start Up Technology Retrofits Turnarounds

Highlights

- Lead individual for multi-continent EPC efforts, including commissioning, for two material handling and processing projects in India. Projects ran simultaneously. Engineering and procurement in the US, India, Singapore, and Australia. Project controls in US, London, and Australia. Construction, fabrication, and commissioning in India.
- Managed and coordinated the design and construction start-up of a \$400M Coke Oven Battery Project in southwest Ohio.
- Managed and coordinated successful design project for a \$75M Iron Ore Pelletizing Plant in Nanjing, China.
- Project Engineering and Technical Section Management of a series of projects in multiple technologies; chemical, petrochemical, and iron and steel. Project values ranged from \$45M to \$500M with locations in Venezuela, Mexico, Gulf States area, and eastern seaboard.
- Led sales, sales management, marketing, and product management / promotion teams to grow company from \$1.75M to \$8M within seven years. Opened direct sales in the western third of the United States and developed region to achieve 25% of company's total sales within five years.
- Established a marketing communications campaign for an agricultural commodity organization, which increased direct to market sales exposure by 35%, (most individual farms reported 5% to 15% sales increases when national sales were down).

EXPERIENCE

Opterra Energy Services – ENGIE, Akron, Ohio Office

Energy Savings and Environmental Systems Upgrades for Education and Municipal Facilities 2015 –2017

Project Manager and Developer

Project management, project development, and proposal development for a series of K-12 School District, Higher Education, and Local Government projects in Pennsylvania, Ohio, Michigan, Illinois, and New Mexico - implementing customized energy programs that leverage sustainable energy technologies to modernize facilities.

- Mentoring project managers developing their skills
- Fostering project development discipline and the establishment of formal project management practices
- Strengthening the relationships between client organizations and project operations teams

KBR – American Minerals Division (Roberts & Schaefer), Salt Lake City, Utah & Ahmedabad, India

Engineering, Procurement, & Construction - Mining & Minerals 2011 –2014

Project Director

Project management, project development, and proposal development for a series of minerals processing, material handling, and coal processing projects in the US, India, Canada, and other locations.

- Management of multiple Project Managers in India, assuming oversight of projects having difficulties at a mid-completion phase. Indian projects include an ocean port unloading/coal handling/coal storage/landside shipping facility and a mine location coal processing (washery) facility. Frequent travel to India and Australia required.
- Coordination of efforts between engineering subcontractors, job sites, and multiple office locations including Salt Lake, Chicago, Brisbane Australia, Ahmedabad India and other KBR offices world-wide.
- Transition and integration of KBR systems and procedures into R&S operational standards.

[TAGGART GLOBAL, LLC, Pittsburgh, Pennsylvania](#)

Senior Project Manager

Project management, project development, and proposal development for multiple material handling projects in the US, Canada, and Australia. Work responsibilities included the Taggart joint venture office in Brisbane, Australia at Ausstagg and in Pittsburg Headquarters.

INDUSTRY AND ENERGY ASSOCIATES, Portland, Maine

Designers and Project Managers – Electric Power Generation Plants

2008 –2009

Project Sponsor – Senior Project Manager

Project Sponsor, Project Management and client liaison between engineering staff in Portland and client office in Houston, Texas. 80% of the time in Houston for the co-ordination of detailed design of three simple cycle power plants in Texas and the early concept and feasibility development of four combined cycle power plants in Mexico, Israel, and California.

SUNCOKE ENERGY, Knoxville, Tennessee

Builders, Owners, Operators of Coke Oven Batteries

2007- 2008

Project Manager

Lead individual responsible for the development, basic design, detail design, coordinating information development for the environmental permitting processes, procurement activities, construction mobilization, site development and early construction efforts for a \$400M coke oven battery project located in southwest Ohio.

- Coordinated design efforts of four different engineering organizations, plus the efforts of individual consultants, each providing a different design expertise. Led the project through a structured staged review and approval process including an IPA review achieving a "Best Practical" project rating. Project involved coal shipment, storage and handling, coal preparation for the coke making process, coke oven batteries, heat recovery, electrical power production, power distribution to the grid, storage and shipment of final product – coke.
- Coordinated the efforts of three other SunCoke Project Managers and four outside engineering firms for seven additional coke oven projects (preliminary estimates for each project ranging from \$500M to \$1.1B with a combined value totaling between \$3B to \$4B) as they were evaluated through the development stages. Potential project locations included the US, Canada, and South America.
- Worked closely with business development leads for all the projects as long term purchase agreements are structured with customers for a product production cycle that must run for multiple decades non-stop.

INDEPENDENT CONSULTING, Peninsula, Ohio

Provider of cross-cultural applications for a variety of technical environments

Senior Consultant

2003 to 2007

Secured and provided expert consulting services for diverse domestic and international independent project management contracts, including construction management, sales & marketing, and equipment production management.

Industries serviced include: rubber, steel, protective coatings, electric utility, equipment manufacturing, and agriculture.

International contracts include Canada, China, England, Germany, and Mexico.

Selected Contract Achievements for 2003 to 2007 projects:

- 2005 and 2006 was the lead individual / Project Manager on-site in Beijing to design and build an ore processing plant
 - Project owner was an Australian/Hong Kong company that mined and processed iron ore.
 - Target customer base – the Chinese steel making industry.
 - The project was to engineer and construct an iron ore pelletizing plant on the Yangtze River in Nanjing.
 - Project value in China \$75M – 1/3 the cost of an equivalent project in the west.
 - Coordinating simultaneous design efforts on four continents.
 - Project purchasing accomplished out of China.
- Established a marketing communications campaign for an agricultural commodity organization, which increased direct-to-market sales exposure by 35%, (most individual farms reported 5% to 15% sales increases in a year when national numbers were down slightly).
- Redeveloped nationwide sales representative network for a small specialty bearing design and manufacturing company in northeast Ohio;
 - Evaluated strength and weaknesses of existing rep network
 - Evaluated market throughout US identifying underperforming geographies and markets
 - Led search for replacement organizations for underperforming organizations
 - Led search for the establishment of new organizations in new geographies.

OHIO EXPORT ASSISTANCE NETWORK, Columbus, Ohio

State-supported non-profit consulting organization

Vice President

2001 to 2002

Drove new business and new product development to help small businesses build export capabilities and markets.
Developed a successful new reverse-investment component before state funding of the organization ceased.

INDEPENDENT CONSULTING, Peninsula, Ohio

Provider of cross-cultural applications for a variety of technical environments

Senior Consultant

1993 to 2000

Selected Contract Achievements for 1993 to 2000 projects:

- Oversaw fabrication for lagging large pump motor installation initiative;
 - Brought into the project with production significantly behind schedule (shipment penalties a significant consideration on purchase order)
 - Left the project with 50% of the pump motors shipped on time and 50% proceeding on schedule.
 - Eight 2000 hp motors
 - Client in London England
 - Fabrication in northern Mexico
 - Ultimate project location & equipment installation - Indonesia

Facilitated joint venture between an Ohio forklift truck-part-manufacturer with a Mexican company by establishing proper production in northern Mexico and designing a sales and marketing plan. Result: project met production, sales, and profitability goals within nine months.

Led site construction for night shift of 24/6 \$3M compressor installation in US oil refinery; completed project 1.5 weeks ahead of a 12 week schedule to catalyze a \$30M turnaround.

Designed in-house sales system for northeast Ohio chemical company; hired and trained representatives who generated a 35% increase in quality bids for work, which increased sales by ~15%.

Specialty pump redesign and market development;

- Canadian owner with production and sales facility in northern Ohio
- Specialty pump application in the power industry
- Project included equipment redesign, production facility redesign, production plan, marketing plan, and sales plan to take the product to a worldwide market.

J.W. HARLEY INC, Twinsburg, Ohio

1984 to 1992

Re-manufacturer of transformer oil circulation pumps and air blast circuit breaker compressors

Manufacturer of power transformer monitoring systems and on-line bearing wear measurement systems

Manager – Sales Support Team, 1990 – 1992

Product Manager, 1988-1989

Regional Sales Manager, 1986-1987

Sales Engineer, 1984-1985

DAVEY MCKEE CORP: World-wide engineering and Construction Company

Mechanical Section Manager, Started engineering division of satellite office from scratch and led section to effective operation within eight months, location Mexico, City. Section Manager, lead individual managing mechanical equipment specification and procurement effort for a \$500M project in Mexico and delivered complete, on schedule and within budget, location Coatzacoalcos Mexico (Yucatan Peninsula).

Project Engineer, Provided co-ordination and management of detailed design efforts for two large projects: an \$85M chemical plant in Texas, and a \$130M coke oven battery in Maryland. (Cleveland, Ohio)

Field Start Up Engineer, Integral part of a 12 engineer team to make a \$45M, first-of-its kind, cross-technology plant in Venezuela operational and then profitable. (Puerto Ordaz, Venezuela)

Equipment Engineer, Rotating equipment, heat exchangers, pressure vessels, special equipment (Cleveland, Ohio)

EDUCATION & PROFESSIONAL DEVELOPMENT

MBA • Case Western Reserve University, Cleveland, Ohio

Bachelor Science Mechanical Engineering • University of Akron, Akron, Ohio

LEAD Class VII (Leadership Development) • Ohio State University, Columbus, Ohio