

# Fabiane Ayres, Senior contract manger

England, United Kingdom, fabianeggba@gmail.com

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Place of birth	UK Work visa	Nationality	Brazilian ( portuguese and italian citizenship in progress)
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## PROFILE

Dynamic Contract Manager with extensive experience in strategic tender governance and risk analysis for high-value nuclear projects. Spearheaded complex contract negotiations, ensuring compliance with regulatory standards while enhancing cost efficiency and project timelines. Expertise in managing NEC3/NEC4 contracts, optimizing procurement processes, and leading cross-functional teams. Committed to driving continuous improvement and fostering strong stakeholder relationships to deliver project.Paralegal Training.

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## EMPLOYMENT HISTORY

Aug 2025

### Senior contract manger Nuclear, ENGIE

Directed strategic tender governance and risk analysis for nuclear new-build programmes, overseeing high-value work packages at Hinkley Point C and Sizewell C. Managed pre-award and post-award activities under NEC3/NEC4 frameworks, ensuring comprehensive risk identification and mitigation throughout the contract lifecycle.

- Delivered thorough tender assessments, including risk registers and compliance with nuclear licensing standards.
- Strengthened governance controls to enhance traceability and configuration management across suppliers.
- Oversaw contract execution, managing early warnings and change-control impacts on cost and schedule.
- Led negotiations with subcontractors to secure balanced outcomes and reduce project exposure.

Aug 2024 — Aug 2025

### Senior Contract manager and Tender Manager ( UK, Midle East and APAC), Team Inc

Directed complex contract negotiations and managed NEC contracts for nuclear new-build projects across the UK, Middle East, and APAC. Ensured alignment with project objectives, regulatory requirements, and industry best practices at Hinkley Point C and Sizewell C.

- Spearheaded cross-functional teams in engineering, construction, and supply chain to enhance collaboration and accountability.
- Managed comprehensive tender activities, including bid strategy, supplier evaluation, and contract drafting, ensuring robust governance.
- Oversaw legal and technical risk management throughout the contract lifecycle, focusing on claims and contract change control.
- Led strategic negotiations with subcontractors, securing advantageous positions while ensuring compliance with nuclear specifications.

Jan 2023 — Aug 2024

### Senior contract manager (EMEA and UK), Apleona

Oversee contract management for EMEA and UK, ensuring effective budget formulation and cost control to meet financial objectives. Manage all contract aspects, ensuring compliance with mechanical, electrical, and regulatory standards. Provide client guidance and establish quality measures for continuous improvement. Develop Service Level Agreements for clients and sub-contractors while adhering to HR policies. Prepare monthly service reports and ensure health & safety compliance across operations. Handle procurement and negotiate contracts pre- and post-sales.

- Optimised budgets, achieving financial targets across multiple contracts.
- Enhanced service quality through implemented feedback and continuous improvement measures.
- Streamlined procurement processes, reducing costs and improving efficiency.
- Successfully negotiated contracts, fostering strong client relationships.

Jan 2022 — Jan 2023

### Contract and Project manager ( EMEA and UK), Cavotec

Lead contract and project management for EMEA and UK. Prepare tenders and commercial bids to attract new business. Develop and present project proposals, meeting clients to ascertain requirements. Produce plans, estimate budgets, and negotiate contract terms. Manage construction schedules, budgets, and monitor progress through site meetings.

- Spearheaded tender preparation, securing multiple high-value contracts.
- Negotiated contract terms, enhancing client satisfaction and project profitability.
- Coordinated cross-functional teams, ensuring clarity in roles and responsibilities.

- Oversaw invoicing processes, maintaining financial accuracy and project margins.

Jan 2020 — Jan 2022

### Senior Project and Contract Manager, Newflow

Senior Project and Contract Manager responsible for fostering professional relationships with customers, ensuring satisfaction and trust. Managed stakeholder expectations throughout project lifecycles. Produced and maintained essential project documents, optimising their use across teams. Planned and executed projects with standardised builds, controlling financial aspects including billing and budgets.

- Developed risk mitigation plans, realising opportunities for project success.
- Led scope definition and change control processes, negotiating contract variations.
- Facilitated effective team dynamics, enhancing project execution.
- Collaborated on proposal deliverables, aligning sales efforts with project objectives.

Jan 2018 — Jan 2020

### Senior Contract Project Manager Spain and Portugal, Honeywell

Oversee project scope and change control, escalating issues to upper management. Manage daily project activities, ensuring objectives are met within time, cost, and quality constraints. Execute CAPEX planning for contracts, applying Agile and PMI principles. Direct multiple complex projects, ensuring adherence to lifecycle practices. Report project progress to stakeholders and maintain supplier relationships for contractual matters.

- Coordinated and tracked work schedules and daily activities.
- Drafted, evaluated, negotiated, and executed contracts.
- Provided contract-related issue resolution internally and externally.
- Monitored contract close-out, extensions, or renewals.

Jan 2015 — Jan 2017

### Senior Contract Project Manager- Facilities, Nautilus/WWA

Oversee contract and project management to align with organisational goals. Direct project management teams, manage tenders and negotiate with clients. Collaborate with Automation and IT teams for business and SCADA network separation. Design automation projects in oil and gas, focusing on electrical, control, HMI, flow, and telecommunications systems.

- Spearheaded successful project startups and troubleshooting services.
- Championed design, testing, and commissioning processes.
- Led cross-functional teams to enhance customer satisfaction in oil, gas, energy, and automation sectors.

May 2011 — Jul 2015

### Project and contract manager NAM/LAM and Africa, General Electric

Lead project design reviews and kickoff meetings, aligning goals for domestic and international teams. Collaborate with customers through all project phases, managing engineering, fabrication, and financial aspects. Direct contractors and vendors to adhere to Quality Plans, overseeing engineers and Field Service Advisors from installation to commissioning. Organise internal resources for effective project execution and facilitate lessons learned meetings for continuous improvement.

- Championed leadership and coaching within project teams, securing the AMPLA award.
- Identified and pursued new sales opportunities, enhancing business growth.
- Managed projects ranging from €5M to €200M for clients including BHP, Shell, and Petrobras.

Jan 2008 — Jan 2010

### Project and contract manager, Petrobras outsourced

Oversee technical proposal preparation and post-bid clarifications. Manage plant design and engineering coordination. Develop and implement Project Execution Plans, ensuring adherence to company procedures. Drive project management for Engineering, Procurement, and Construction Supervision contracts with a focus on cost reduction and timely completion.

- Conduct HAZOP studies and manage HAZOP close-out processes.
- Prepare technical specifications and evaluate bids, providing commercial recommendations.
- Administer construction management and secure necessary authorities' approvals.
- Deliver comprehensive management reports to stakeholders, tracking progress effectively.

Dec 2004 — Jul 2007

### Project contract manager, AREVA

Oversee project coordination from design to construction. Manage EPC processes through grid-connection and plant start-up, ensuring effective inspection and supervision. Coordinate plant commissioning with site teams and regulatory authorities. Drive business development for green field and rooftop projects, maintaining strong relationships with key stakeholders.

- Conduct site assessments and environmental studies for wind fields.
- Update project schedules, estimates, and budgets for wind initiatives.
- Supervise subcontractors to ensure quality adherence and budget compliance.
- Manage all phases of project lifecycles.

Jan 2000 — Dec 2004

### Program manager, RGE

Oversaw contract and project management. Established PMO environment and implemented new project management technology. Managed procurement processes and negotiated with vendors and internal stakeholders.

- Developed and optimized project workflows, enhancing efficiency.
- Achieved cost savings through effective vendor negotiations.
- Delivered projects on time, adhering to a USD 40MM annual contract volume.

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### EDUCATION

Jan 2026 — Jan 2027	Post Degree in Law, Uninter	London
Jan 2022 — Jan 2027	Phd. Contracts, bid and International Business, Universidad de Sevilla	Sevilla
	Master - IT Systems Management, Atlantica	Lisbon
	Master in Alternative Energies	Brazil
	MBA in Marketing	Brazil
	MBA in Project Management	Brazil
	Electrical Engineer, PUCRS	Brazil

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### SKILLS

Contract Management	Expert	NEC3/NEC4 Contract	Expert
Risk Management	Expert	Paralegal	Expert
Negotiation	Expert	UK Law	Expert
Project Management	Expert	International Law	Expert
Leadership	Expert		