



Derek Sayers, MRICS, MSCL, MIIC, MAACE

Senior Director

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Derek Sayers has extensive experience in the construction consultancy industry with a proven track record of leadership, fostering growth-oriented cultures, and delivering exceptional client service. Derek is adept at driving business development initiatives, forging strong industry relationships, and implementing innovative solutions to meet client needs.

Derek is skilled in leading multidisciplinary teams to achieve organizational objectives and in surpassing revenue targets. Known for exceptional communication, negotiation, and problem-solving abilities, Derek brings deep expertise in claims mitigation, dispute resolution, and supply chain operations, including contract tendering, procurement, and negotiation, with a keen understanding of commercial implications.

Derek has managed multi-billion-dollar projects and led claims for major companies. He understands contract processes from inception to closure, identifies project risks and devises effective response strategies. He provided testimony in a high-profile project that involved multiple engineering, delay, and quantum experts.

Selected Project Experience

- ▶ In-depth understanding of supply chain requirements gained in positions managing multi-billion dollar projects. Involved in both senior management decision making as well as the day-to-day management of personnel and contracts.
- ▶ Involved in selection of tenderers, formulation of tender questionnaires, interviews of tenderers, evaluation, and award.
- ▶ Managed contracts, including evaluation of changes, analysis of claims, and their negotiation and agreement.
- ▶ With an in-depth understanding of industry best practices, undertook compliance audit on multi-billion dollar refinery project resulting in significant savings to the client and recommendations to be used in follow-on phases of the project.
- ▶ Led, managed, and motivated contracts teams on projects with 100+ contract portfolio. Responsibilities included apprising senior management and clients on status and on methods to improve oversight and management in order to achieve a successful and profitable outcome to both the company and the client.
- ▶ Leading role in development and roll-out of contracts management and claims mitigation procedures
- ▶ Quantum forensic analysis relating to multi-million dollar transmission line project.
- ▶ In-depth analysis related to delay and disruption resulting in the production of an independent report providing details showing cause and effect and assessing the cost impacts.
- ▶ Implemented claims avoidance procedures, risk identification and change management company-wide on multi-billion dollar energy projects.
- ▶ Undertook preparation of application for extension of time and for compensation costs for multi-billion dollar refinery projects in the Middle East, included preparation of defense against liquidated damages.
- ▶ Supply chain and contract administration, claims management and dispute avoidance on diverse projects including aluminum refineries, oil refineries, coal-fired power stations, reverse osmosis plants and sewage works costs for multi-billion dollar refinery projects in the Middle East, included preparation of defense against liquidated damages.
- ▶ Provided testimony in high-profile multi-million dollar Canadian infrastructure project that involved multiple engineering, delay, and quantum experts.
- ▶ In-depth quantum analysis relating to 60-story office building to provide detailed report assessing the delay and disruption events that affected the subcontractor and evaluating the multi-million dollar cost impacts.
- ▶ Undertook contract administration on 15 residential tower block project with retail outlets and related infrastructure; army housing project including access roads; mortuary renovation and other smaller projects.



EDUCATION

- Royal Institution of Chartered Surveyors, 1992-present

AFFILIATIONS

- Society of Construction Law North America 2018 to present
- Association for the Advancement of Cost Engineering 2023-present

LANGUAGES

- English, basic Spanish and Italian