

# GEORGE T. HARAMIS

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## *VP Project management, 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. Known for developing the skills and talents of individuals and developing high performance teams in difficult environments.*

### **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**

#### Acadia Iron, Calgary, Alberta, Canada

2017 - 2018

*Development, Engineering, Procurement, Construction for Hismelt Technology Projects in North America*

#### **Vice President Project Management**

Hismelt is a revolutionary iron making technology process that directly smelts iron ore into high-grade iron product. It uses iron ore fines and non-coking coal offering significant environmental benefits over traditional technologies. The need for coke making and iron pelletizing processes are eliminated in this tunable technology.

#### Opterra Energy Services – ENGIE, Akron, Ohio Office and The Ohio State University Office in Columbus, Ohio

*Energy Savings and Environmental Systems Upgrades for Education and Municipal Facilities*

2015 –2017

#### **Project Director - 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.

- Project Director for the kick off of Engie's long term (50 year contract) landmark facilities improvement and energy saving project at Ohio State University
- 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**

*Engineering, Procurement, Construction, & Operation of Coal Processing Plants*

2009 –2010

**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 Pittsburgh 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*