

TIMOTHY MURUNGI

SENIOR COMMERCIAL DIRECTOR | DATA CENTRE DELIVERY | SOUTHEAST ASIA

DAMAC PROPERTIES

EXECUTIVE PROFILE

Senior Commercial Director at DAMAC Properties, leading commercial strategy and governance across a major Southeast Asian data centre portfolio. Accountable for rapid two-month pre-contract mobilisation and 12 months of post-contract commercial management, covering procurement, contracting, cost certainty, change control, risk, contractor performance and executive reporting. Experienced in closing CSA and LLE installation packages and leading multi-country teams from bid evaluation and award through delivery and close-out.

PORTFOLIO CAPACITY	PHASE 1 CAPACITY	PROJECTS	COUNTRIES
2,076.4	555.4	9	3
MW total build-out	MW initial deployment	major data centre projects	Thailand • Indonesia • Malaysia

LEADERSHIP MANDATE

PRE-CONTRACT COMMERCIAL LEADERSHIP 2 MONTHS	POST-CONTRACT COMMERCIAL LEADERSHIP 12 MONTHS
- Established commercial strategy, package scope and procurement priorities - Led cost planning, bid evaluation, tender clarification and risk reviews - Aligned CSA, MEP and LLE scopes, interfaces and commercial responsibilities	- Directed cost, contract, change and claims governance after award - Monitored commitments, forecasts, contractor performance and commercial risk - Managed client, consultant and contractor negotiations across markets - Maintained executive reporting, decision logs and close-out

SELECTED PROJECT PORTFOLIO

PROJECTS	MARKET	MW	SENIOR DIRECTOR CONTRIBUTION
BKK01 & BKK02	Bangkok	31.2	Closed CSA and LLE installation packages; directed commercial alignment, negotiation and delivery
JKT01	Jakarta	19.2	Closed CSA and LLE installation packages; led commercial close-out and cross-functional
BKK03-05	Bangkok	1,562.0	Commercial leadership across phased large-scale campus development, procurement strategy and
JKT02	Jakarta	288.0	Executive commercial oversight of 144 MW Phase 1, including cost, contract, change, risk and contractor
KUL-01 & JBH-01	Malaysia	176.0	Commercial governance across Cyberjaya and Johor, coordinating cost certainty, contract performance

EXECUTIVE IMPACT

- Directed commercial governance for a nine-project regional portfolio spanning Bangkok, Jakarta, Cyberjaya and Johor - Converted a compressed two-month pre-contract window into clear package scopes, risk allocation and award recommendations - Closed CSA and LLE installation packages on BKK01, BKK02 and JKT01 - Applied executive commercial controls across programmes ranging	- Integrated commercial strategy across CSA, mission-critical MEP and LLE interfaces - Led negotiations and decisions across client, design, procurement and contractor teams - Maintained focus on cost certainty, forecasting, change control, claims avoidance and value protection - Supported consistent commercial standards across three
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CORE EXPERTISE

Commercial Strategy • Executive Cost Governance • Pre-Contract Leadership • Procurement & Tendering • Contract Negotiation • Change & Claims Control • Cost Planning & Forecasting • Risk Management • Contractor Performance • Stakeholder Leadership

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