

Zuhair Shammout

Teams: Energy, Installations & Environment; Government Relations; Healthcare & Bio-Science; International; M&A Support & Due Diligence

Expertise Areas

- Air, Land, Sea & Space Programs
- Business Development and Strategic Planning
- Construction and Contracting
- Energy and Renewable Energy
- Middle East and Africa (MEA) Market Penetration and Growth
- U.S. and Middle East Government Relations
- Due Diligence

Professional Experience

Mr. Shammout supports clients with business development expertise spanning logistics, airport construction, and residential and mixed-use housing development and sales. His experience across the Middle East and Africa (MEA) includes construction technologies marketing, renewable energy project development, crafting and implementing business development strategy, and commercial air freight and passenger program development. Drawing on his strong global network and expertise, Mr. Shammout assists clients in identifying, analyzing, and acquiring MEA-area business targets, and in working with quasi-governmental and non-governmental organizations.

Prior to joining The SPECTRUM Group, Mr. Shammout served as the Chairman of Arab Development and Construction Company (ADCC), where he led projects in social housing, airport construction, and infrastructure. He also worked closely with international and multinational firms on renewable energy and construction technology development and sales projects in multiple Middle East countries.

Key Positions

- Chairman and Managing Partner, Arab Development and Construction Company (ADCC) (Jordan)
- Director, Business Development, Marketing and Sales, Middle East, Coffor SA (Switzerland)