

CV - Abdullah Ahmad , Chief Operation Officer “COO”

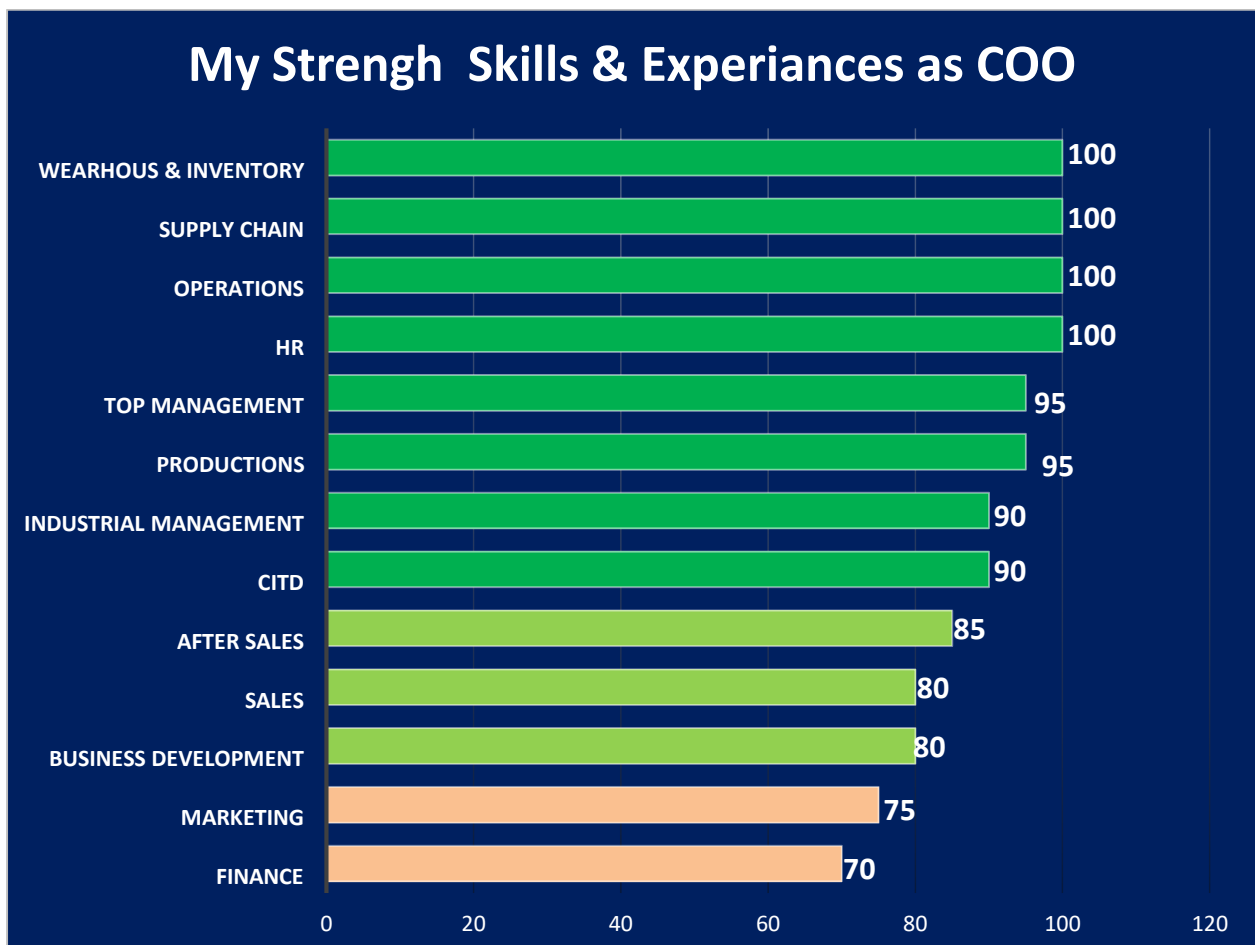
Summary of My Qualification and Experiences

In attach my update CV & My Achievement History

Over +20 years experiences in the below core Business / support fields:

- Industrial & Core Business Management
- Change of Management & Governance.
- After Sales (Maintenances, Spare parts & Guarantee) Management
- Procurement & Contracting Management
- IT management & Transformation Support.
- HR & OD Management.
- Administration & Facilities Management.
- Government Relation (GR) & Corporate Social Responsibility (CSR)
- Supply Chain, Warehouse & Logistics Management.
- Operation Management.

With multi global national companies.



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Cover Letter

To: whom may it concern

Subject: For **Chief Operating Officer (COO) / Deputy of GM / VP for Operations**

With years of success in the industry, I am ready to join capital Industries as your next COO, I have a track record of Identifying growth Opportunities in the Manufacturing, Retail, Wholesale & Hospitality over the past 20 years, I am seeking to leverage my exceptional company management & capital fundraising. I work well with established teams to spearhead new marketing.

1. **Sep 2019 – Present : Chief Operating Officer (COO)**, with Confidential Holding Group, Riyadh, KSA “Manufacturing, Retail, Wholesale, Real estate & Hospitality”
2. **Jan 2019 – August 2019: VP, for Executive Affairs, Change of Management & Transformation** with UPM-KPMG, KSA
3. **Jan 2017 – Nov. 2018: Chief Operating Officer (COO)** Bayt Al-Ebaa Co. “Retail, Wholesale, Trading & Manufacturing in Constructions Material, Ceramics, Marble” Jeddah, KSA
4. **June 2016 – Dec. 2016, as Deputy GM** with Forsan Global Industrial Complex, Alesayi Holding Group “Manufacturing”, King Abdullah Economic City “KAEC”, Jeddah, KSA
5. **2015-2016: Real Estate Services & Support Services – GM.** Alsaedan Real Estate Company, Riyadh, KSA.
6. **2007- Nov., 2015: Area Manager & Support Services Director** KIA Motors industrial Co. in Seoul, Korea
7. **2007- 2015: Business Consultant**, with KPMG “Consultation”, DOHA, QATAR.
8. **2003- 2007, HR Manager**, Aljomaih Auto. Co. “Retail & Services”, Riyadh, KSA.
9. **2000- 2003 Administration and Human Resources Manager**, Next Level Trading Group, Riyadh, KSA.

Thank you for your consideration of my application. Please contact me should you require any further information, yours sincerely

Dr. Abdullah Ahmad
Chief Operating Officer (COO)
Confidential Holding Group
Riyadh, Saudi Arabia Saudi Arabia
Global Cell No.: 00966 (0) 501841208
E-mail: abdullah.coo77@gmail.com

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CV

Dr. Abdullah Ahmad

E-Mail: abdullah.Coo77@gmail.com

Mobile: +966 (0) 501841208

Personal information:

- **Name:** Abdullah Othman - **Nationality:** KSA - **Marital Status:** Married - **Date of Birth:** 2/3/1977

Language:

- Arabic - English.

Objectives

Expert business executive with significant experience in the non-profit and profit oriented area. Creative thinker and industrial leadership. Capable to explore resolutions and make sound assessments. Practical and motivational. Competent to correspond efficiently with other professionals. Looking for the position of chief operations officer that allow me to use my abilities as an advantages for organization.

Experiences:

-  **Sep 2019 – Present : Chief Operating Officer (COO)**, with Confidential Holding Group, Riyadh, KSA
“Manufacturing, Retail, Wholesale, Real estate & Hospitality”
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-  **June 2016 – Dec. 2016, as Deputy GM**
with Forsan Global Industrial Complex, Alesayi Holding Group “Manufacturing”, King Abdullah Economic City “KAEC”, Jeddah, KSA
-  **2015-2016: Support Services & Real Estate Services – GM.**
Alsaedan Real Estate Company, Riyadh, KSA.
-  **2007- Nov., 2015: Business Region & Shared Services Director**
KIA Motors industrial Co. in Seoul, Korea
-  **2007- 2015: Business Consultant**, with KPMG “Consultation”, DOHA, QATAR.
-  **2003- 2007, HR Manager**
Aljomaih Auto. Co. “Retail & Services”, Riyadh, KSA.
-  **2000- 2003 Administration and Human Resources Manager**,
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Part Time/ Free Lancer Projects Experiences:

-  **2016- Present as Management Consultant & business Partner**
With Sedra Pharma, Pharma Services, Jeddah, KSA
-  **2015- Present – Board Member & General Consultant,**
With WIZZA Contracting & Real Estate Services Co., Makkah, KSA
-  **2014 to Present, as Managing Director (MD)**
With Free Mileage Co. “Hospitality, Decorations, Car Rental”, Jeddah, KSA

Education:



LONDON GUILDHALL
UNIVERSITY

2001 - 2006 PHD of Management, From LGU, London, United Kingdom



LONDON GUILDHALL
UNIVERSITY

1997 - 1999 MBA in I.T., From LGU, London, United Kingdom



1994 -1997 B.Sc. in Business Administration (BA), from Amman Al-Ahliya University, Amman, Jordan



2019 – 2019 Executing Strategy for Results, Harvard Business School, Boston, United States



2018 - 2018 Decision Making Strategies for Leaders, London Business School, Regent's Park, United Kingdom

Responsibilities:

1. Set & drive organizational vision, operational strategy, and hiring needs.
2. lead strategy into actionable goals for performance and growth helping to implement organization-wide goal setting, performance management, and annual operating planning
3. Oversee company operations and employee productivity, building a highly inclusive culture ensuring team members thrive and organizational outcomes are met
4. perform management objectives for KPI's for the business assuring that internal and external processes are established to meet them
5. Spearhead the development, communication and implementation of effective growth strategies and processes
6. Adhere to company local/ international business requirements, enforcing compliance and taking action when necessary
7. Lead strategic market and portfolio analysis, identifying growth opportunities NA and abroad.
8. Ensure that all staff receives appropriate training on job duties, corporate policies and applicable regulations
9. Develop operating procedures, KPIs, OKRS, and goals for each manager within each department
10. Monitor third party business and suppliers to ensure that they are efficiently and effectively providing the needed services and supplies while staying within budgetary limits
11. Lead supply chain and operations strategy, empowering the team to achieve KPIs through excellence in merchandising, manufacturing, logistics, and customer service
12. Drive the inventory and planning strategy to optimize for stock levels, speed, and margin

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13. Partner with internal design and merchandising teams on product development as it relates to sourcing and sampling
14. Lead the strategy and sourcing for the backend “tech stack” for the business - evaluate potential new software and service providers, present recommendations to Top Management, negotiate deals and contract terms, manage implementation
15. Approach every day with a continuous improvement mindset - consistently identifying areas for improvement and putting forward recommendations
16. Provide training to leaders on continuous improvement methodology and formal problem-solving techniques, enabling departments to drive better business results
17. Propose best path forward to balance growth and profitability
18. Direct the preparation of department plans and budgets based on corporate goals and growth objectives.
19. Contribute to digital transformation planning process. Identify and set priorities for department needs and solutions. Responsible for getting operations to embrace and use the technology solutions adopted by the company.

Courses:

Business Development	Operation Strategies
Financial & Accounting for Business	Performance Management
Human Resources Management –Diploma	Time Management
Advanced IT Management	Seven Hats course
E-sales	1PMP Projects Management (PRIMAVERA)
Procurements Diploma	work Study Methods
Material Management	Developing & forecasting
Supervision for Service Center Supervisors	Restructuring Organization
Production Management	Purchasing Management

A) ERP Courses (SAP / ORACLE):

1. Procurement	2. HR	3. Sales & Marketing
4. Maintenance Model	5. Business intelligence	6. Warehouse

B) Finance:

ACCA in Finance Registration Number 1117768.

C) Human Resources Courses:

1. PHR	2. SPHR	3. HRBM	4. HRMP	5. GPHR
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- Skills:

Personality type:

In Myers-Briggs Type: ENTJ, Read about ENTJ characters: <http://en.wikipedia.org/wiki/ENTJ>

Integrity/ethics	Ability to simplify
Analytic intelligence	Creative Questioning approach
Sense of urgency	Leadership
Willingness to ask for help	Openness
Decision making	Communications skills

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Potential problem identification	People empathy
Vision/perspective	Market and customer knowledge
Ego drive	Some familiarity with technology
Non-political	Articulates and champions a vision
Endurance	Identifies, grows, and deploys core competencies
Willingness to take unqualified responsibility	Establishes strategy
Willingness to take the lead	Focuses on profitability
Result Orientations	Builds a team
Delivers objectives	Defines clear cut objectives
Removes obstacles for the team	Focuses on both short and long term
Establishes and enforces a culture	Early problem identification
Asks the right questions	Ability to solve a problem
Reinforces mobility of the team and its core competencies	Encourages continuous learning at all levels
Pro in Top Management & Strategies leadership	Negotiation Skill
service & Sales	Delegation Skill
Professional to use Oracle application.	calm & confident over the phone
primary spokesperson	Quick decision-making ability.
enjoy talking to people	friendly personality
I have vision with a proven ability to inspire, motivate,	Vision - Forward Thinker
communicate and manage	Change Management

- **Membership:**

	Member of Association of Chartered Certified Accountants (ACCA), 64 Finnieston Square, Glasgow United Kingdom G3 8DT. Reg # 1117768.
	Member of United Sales Associated (USSA), UNITED SALES ASSOCIATES, 7537 State Road Cincinnati, OH 45255-2438 * Ph. 513.231.4266 * Fax 513.231.1456
	Member of United State Strategic Marketing Associated (SMA), Strategic Marketing Associates, Inc. 3435 Kent Rd., Suite 8, Stow, OH 44224, Toll Free 888.512.5550, Fax 330.688.4012
	Member of American Society for Human Resource Management (ASHRM), 1800 Duke Street, Alexandria, Virginia 22314 USA, Reg. # 360172.
	Member of American Society for Training & Development (ASTD), Alexandria, Virginia
	Member of Saudi Management Society (SMA), King Saud University, Riyadh, Saudi Arabia.
	Member of from Egyptian Human Resources Management Associations (EHRMA), Egypt
	Professional Sales Association, USA. Unite House, 128 Theobald's Road, Holborn, London, WC1X 8TN, T. 020 3371 2025 Email. psa@unitetheunion.org
	Level 2, Suite 5, 1632-1638 High Street, Glen Iris, VIC 3146, T +61 3 8514 5000, institute@ceoinstitute.com , vic@ceoinstitute.com
	National Association of Corporate Directors 1515 N. Courthouse Road, Suite 1200, Arlington, VA 22201 Phone: 571-367-3700 Fax: 571-367-3699
	International Institute of Management, 10161 Park Run Drive , Allied Offices, Suite # 150 Las Vegas, NV 89145 USA Customer Care Tel: +1.702.515.7447