

Abdulaziz Mohammed Al-Yaqoot

C-level / KPI / Management

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PROFESSIONAL SUMMARY

I have been working in the professional world since 2008 with several major entities, progressing in this world from a farm manager until I reached executive positions in several countries (Saudi Arabia, the United Arab Emirates and Bahrain). I cooperated with many major consulting companies (McKinsey& Company, F&M)

I describe myself as a visionary and business planner, and I love that my work is associated with strategies that accelerate business growth, is dedicated to my work and always smiling.

WORK HISTORY

02/2020 - Current

ICE Arabia | Saudi Arabia, Dammam
Chief Commercial Officer

- Enhancing commercial role of projects (purchases / imports)
- Reducing public procurement by 9% annually from previous rate
- Crisis management (COVID 19 Time) and developing alternative solutions to conduct business in existing projects
- Signing of 5 new projects (Dammam / Khafji / Jubail / Al-Ahsa)
- Developed and strengthened business partnerships at all levels.

07/2018 - 02/2020

MAYYA Group | UAE, Fujairah / Dubai
Chief Executive Officer

- Manage Many different activities (agriculture, F&B, logistics, distribution and marketing, asset management)
- Developing strategies and business models to suit the coming years
- Managed the smooth operation of traditional through ERP.
- Raising average sales 18% annually
- Worked closely with Chairman & Board Member to establish and deliver to group Goals needs.

SKILLS

- C-level relationship management
- Business development
- Corporate communications
- Contract negotiation
- Public Relations
- Strategic planning
- B.SC
- KPI
- Business management
- Sales and marketing strategy
- Problem solving
- Leadership
- Change management
- Fast transformation

EDUCATION

07/2008

King Faisal University |
Al-Hassa

Bachelor of Science:
Agriculture & Food Science
Animal Production science

LANGUAGES

English, Arabic:
Native language

02/2018 - 07/2019

Green Indicators | Saudi Arabia, Dammam / Riyadh
Chief Executive Officer

- Establish strategies and business plans to start the company's activity
- Signing memoranda of cooperation with McKinsey & Company, Aquaponica and other companies to study and implement projects
- Implementation of 11 projects in Saudi Arabia and Bahrain
- Cooperating with government agencies in several projects (livestock development plan, food processing sector development)

06/2016 - 09/2017

Asharqiah agriculture Development (Public Company) | Saudi Arabia, Dammam
Chief Operating Officer / acting CEO

- Operations management in the company's projects, which contributed to reducing losses for the company 40% (third quarter 2016)
- Managing the company's ownership file with the government
- During the period of assignment to head the company as executive (7 months)

02/2015 - 02/2016

RSR Sons Compnay | Saudi Arabia, Khobar / Dammam / Riyadh
Project General Manager

- Agricultural projects management (5 projects) distributed in 3 regions
- Raise agricultural sales to more than 1 million riyals
- Establishing new activities (hydroponics), increasing the date production activity
- Reducing capital expenditures, and re-establishing some assets for a longer period

01/2012 - 09/2014

NASMAT NAJD | Saudi Arabia, Riyadh
Deputy General Manager

- Establishing livestock farms (Al Kharj) with a total of 1500 heads
- Starting the establishment of the feed plant with a total capacity of 30 tons / hour
- Total revenues amounted to 800,000 Saudi riyals (the first year of establishment) and the increase continued in the second year to more than 2 Saudi riyals
- Operating 3 projects (PMO) to enhance the commercial role

HOPPY

Reading, management leadership, and strategies