

**Email**

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H. 1023 R. 1437 B. 414 Manama - Bahrain

**Phone**

39244202

**Date of birth**

08-23-1982

**Nationality**

Bahraini

**Link**<https://www.linkedin.com/in/ali-al-saleh-b6068595>**Skills**

- Project Management
- Quality Management
- Marketing Strategy
- International Sales
- Team Management
- Quality Control
- Microsoft Office
- Customer Relationship Management (CRM)
- AutoCAD
- Setup KPIs
- Operation Management
- ISO Requirements
- Electrical Engineering
- Commissioning
- Business Development
- Mechanical Engineering
- Manufacturing
- Problem Solving

**Certifications &****Courses**

- Master Sales certified.
- Methods of Payment & Letters of Credit.

## Ali Alsaleh

**Director of Operations**

Proven success with growing career path by handling larger projects and manage of professional performing.

Passionate about engineering, projects & management and keen to learn and know any new by taken courses and surfing the web.

## ❖ Experience

### Director of Operations

*Manama, Bahrain*

February 2020 - Present

**Horizon Telecom Services**

Assists the COO/CEO in the area of telecommunications, access network last mile Service Delivery & Service Assurance operations and NBN cable operation and development operation Projects.

## Responsibilities:

- Day-to-day administration of all Access Network projects operations.
- Prepares long and short-range budgets and work plans.
- Monitors adherence of the PMs to approved budgets and work plans.
- Evaluates new technologies along with service required and prepare project offers.
- Review revenues to ensure that Projects profitability are maintained.
- Participates in policy development and administers operations programs according to policies and procedures.
- Monitors adherence to budgets and work plans to ensure objectives are met.
- Manage closely the Project Managers to insure communications, last mile network of broadband, NBN cable operation and implementation projects running in the right path.
- Serve as acting COO in his absence.
- Assists COO/CEO with management activities of daily operations of the organization.

### Branch Manager

*Manama, Bahrain & Khobar KSA*

Mar, 2019 - Feb, 2020

**Arab Building Support & Rehabilitation Co.**

Arab Building Support & Rehabilitation Co. (Absar) is one of the Largest Company in their field in the Gulf region with over 10 Branches all over the GCC countries, specialize in waterproofing, heat insulation, fire protection and marine and underwater table proofing solutions.

## Responsibilities:

- Directing all operational aspects including sales, work distribution, human resources, account and administration accordance with the objectives.
- Providing training, coaching, development and motivation for branch employees.
- Assess local market conditions and identify current and prospective sales opportunities.
- Meet management goals and objectives.
- Manage budget and allocate funds appropriately.
- Bring out the best of branches personnel by providing training, coaching, development and motivation.
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities.
- Address clients and employee satisfaction issues promptly.
- Network to improve the presence and reputation of the branch and company.
- Stay abreast of competing markets and provide reports on market movement and penetration.

- Several leadership courses.
- Project Management
- Professional attended.
- Certified Associate Project Management
- Project Management Plans in
- Project Environment
- Project lifecycle in a multi stage
- project
- Technical Quality Concept.
- Project Quality Management
- High Quality Performance
- Measurement.
- Quality & Performance Oriented
- Measurement

## Languages

- **Arabic**  
Native
- **English**  
Advanced

## Operation Support Manager

*Manama, Bahrain*

Feb, 2016 – Feb, 2019

### **Bahrain Telecommunication Company (Batelco)**

Access Network operational support manager specialized in last-mile service delivery, service assurance along with cable operation.

#### Responsibilities:

- Lead contractors staff and contractor consist of 9 supervisors, 3 team leader and 17 controllers each supervisor has about 10 teams of technicians.
- Lead a team of quality inspection and reporting of 6 staffs.
- Quality Reporting management Daily, Weekly & Monthly
- Operation and daily activity reporting management Daily, Weekly & Monthly
- Monitor and reporting of contractors performance job accomplishment and individual performance.
- Insure to deliver the services on time with standard quality.
- Manage shift rota and ensure the workflow not affect.
- Monitor the inspection report and warranty standard of the quality required.
- Plan monthly, quarterly & yearly material forecast.
- Plan & control projects budgets.
- Prepare RFP & RFQ documents & arrange with procurement dept.
- Team leader of technical evaluation team of tenders related to passive & last mile delivery of fiber network.
- Project Manager of some small project related to last mile delivery & assurance services.
- Arrange & reporting the cross marketing & sales with Business dept.
- Escalate passive feeder of fiber network to core network dept. & follow up the troubleshooting.
- Handling the high value customers & escalated cases.
- Ensure work in high level is in parallel with both Network & Business strategy.
- Investigate all incidents occur in passive part and report it to management.
- Analyse all faults occur and report it to the management for both last mile & passive parts.
- Report the unimplemented cases and prepare as build plan.

## Area Sales Manager

*Manama, Bahrain*

Jan, 2013 – Jan, 2016

### **Midal Cable Ltd.**

High voltage aluminum & aluminum alloy overhead electrical conductor specialized in B2B dealing responsible of Marketing & Sales in North Africas region.

#### Company Products:

- All Aluminum & Aluminum Alloy types of Overhead transmission conductors.
- Aluminum & Aluminum Alloy Rod.
- Aluminum & Aluminum Alloy Wire.

#### Responsibilities:

Handle all the customers requirement start from enquires to production schedule up to shipped the material, arranging with the concern department as finance for the payment and shipping department to shipped material, more details in the following;

- Research the market for potential customer and report monthly marketing finding with mentioning the marketing method.
- Report the growing business relationship and the cost of this growth.
- Prepare an offer document and search a potential deals.
- Receive enquiries from regular customers and looking for new customers enquiries.
- Prepare the Offer & contracts document to customers with consideration of all conditions like payment terms and delivery schedule.
- Planned and arrange with production the required material at required time.
- Arrange with quality department to prepare the product specifications.
- Follow up the payment with the customer along with our finance department.
- Arrange to ship material as per the shipping schedule.
- Handel customer complaint and visit the customer if required.
- Negotiate the contract and close the deal.
- Arrange for third party Inspection in required.

- Weekly report to manager and monthly report to GM regarding the assigned jobs.

## Senior QA / QC Engineer (Supervisor)

*Manama, Bahrain*

Jul, 2010 – Dec, 2012

### **Awal Gulf Manufacturing Co.**

Heat Ventilation Air Conditioning specialized in technical inspection along with document control and prepare quality report and build standard

Responsibilities:

- procedure and process that meet the ISO requirements.
- Prepare and develop procedure to meet all IOS 9000 serious and ISO 14000.
- Monitor quality of manufacturing production line.
- Handling customers complaint.
- Troubleshooting HVAC & make NCR reports.
- Supervised and managed quality assurance/control and test of equipment, material.
- Monitor and report quality performance.
- Report the product quality control inspection
- Enhance & improve the inspection process.
- Consolidate the quality team inspection reports.
- Present quality reports & achievement to the management.
- Time management and organizational skills.
- Administrative tasks assumed.

## QA QC Engineer

*Manama, Bahrain*

Apr, 2004 – Jun, 2010

### **AMA Group**

Mechanical structure specialized in technical inspection along with document control and prepare quality report and build standard procedure and process that meet the ISO requirements.

Responsibilities:

- Prepare and develop procedure to meet all IOS 9000 serious and ISO 14000.
- Monitor quality of manufacturing production line.
- Handling customers complaint.
- Make NCR reports.
- Supervised and managed quality assurance/control and test of material.
- Monitor and report quality performance.
- Report the product quality control inspection
- Enhance & improve the inspection process.
- Consolidate the quality team inspection reports.
- Present quality reports & achievement to the management. Time management and organizational skills.
- Administrative tasks assumed.

### ❖ Education

## Master of Science in Engineering Management

*Washington DC, USA*

2013 - 2015

### **The George Washington University**

MSc in Engineering Management is a professional master's degree that bridges the gap between the field of engineering or technology and the field of business management. Engineering Management is a multidisciplinary field that seeks to address problems associated with complex engineering operations or systems.

## **BSc in Mechatronics Engineering**

*Manama, Bahrain*

2006 - 2010

### **AMA International University**

Mechatronics is a new approach in engineering design and production based on the integration of two of the classical engineering disciplines, namely mechanical and electrical engineering, along with computer science and especially software engineering

## **Diploma in Mechanical Technology**

*Manama, Bahrain*

2002 - 2003

### **Bahrain Training Institute**

Diploma in Mechanical Engineering Technology is experience with machines and it's give a practical skills to repair, create, and test new materials. Programs are based on the principles of mechanical engineering