### A person wearing a suit and tie smiling at the camera  Description automatically generatedAbdelaziz M Alkhalili

### General Manager

### Profile

Resourceful General Manager driven to maximize profit and growth through innovative management techniques. Organized and diligent, with excellent written, oral, and interpersonal communication skills. Successful in building and motivating dynamic teams.

## Contacts

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## HIghlights

* Cost Effectiveness
* Process Optimization
* Strategic Planning
* Inventory Management
* Staff Development
* Marshaling Resources
* Goal Oriented
* Policy Improvement
* Team Leadership
* Performance Review

## WORK EXPERIENCE

#### IAR Holding Group Dec 2017 to Present

**Kingdom of Saudi Arabia – Head Office \_ Dammam**

#### Alaa International for Equipment Rental Company

**General Manager ( Jan 2021 to Present)**

#### Alaa International Trading for Foundation Equipment

**Division Manager ( Dec 2017 to Dec 2020)**

IAR Holding Group is a market leader in the field of capital equipment turn key solutions, Industrial Equipment and services, the company products portfolio includes premier European equipment brands such as ADC Fayat Overhead Cranes, Rice Lake & Avery weighing solutions, Alup – Multi Air compressors, Genelec power generators, ICE vibro hammers and Clasal dewatering pumps and many other premier products. As a Division / General Manager in the IAR Group I was handling the following **duties and responsibilities:**

* **Financial Statements and Top Management Reports:**
* Work with accounts and finance department to prepare income statement, balance sheet, cash flow statements, working capital statement and provisions accounts. Review the reports on monthly basis with company CEO and on quarterly basis with board of directors.
* **Working Capital – Accounts Receivables and Inventory Management:**
* Reducing bad debts provisions and long dues risk by working closely on receivables with credit department and collection team and support any long due cases. Insure debts provisions as part of working capital is in line with company policy.
* Overseeing inventory movements and insure IFRS is implemented on current stock estimation techniques. Work closely with marketing and sales team to update stock and cash in old inventory items through campaigns and special prices deals.
* **Profitability and Cost Management:**
* Reduce cost of goods through product support efforts with suppliers while creating opportunities with project and engineering teams to find cost efficient implementation of project execution plans.
* Economic overview of costs for departments such as; sales, product management, project team, service and installation team. Ensure manpower costs are allocated efficiently with the goal to increase profit.
* **Revenue and Sales:**
* Ensure a minimum gross profit percentage of 35% as well as a 12% net profit by increasing business profitability through a focus on a healthy sales margin, whilst managing all sales commercial aspects to maintain high gross profit.
* Liaise with sales departments in multiple branches across the GCC in order to continually improve sales revenue and achieve an average growth of 15% annually. With a focus on high value deals while closing new business with contractors, consultants and end users.
* Generating Sales budget for major regions in Saudi Arabia and working with sales managers to ensure sales revenue growth and assigned budgets are achieved.
* Overseeing daily business operations and improve all business functions with sales and operation team in the four Saudi branches and with three overseas branches. Manage and lead a team of 31 direct reports and other indirect report team members In supply chain, accounts and overseas branches.
* **Products Management and Portfolio Development:**
* Identify gaps in products portfolio and target new strategic products like power generators, tower lights and other Heavy equipment to grow revenue and increase business depth with current customers.

#### Alkhorayef Commercial Company - April 2015 to Jan 2017

#### Senior Sales Manager – Power Generators Division

**Kingdom Of Saudi Arabia – Head Office – Riyadh**

Al Khorayyef Commercial Company is a market Leader in many fields such as Irrigation Equipment, Power Generators and Material Handling Equipment, with a partnership with a global recognized premier brands such as Volvo Penta Engines, John Deere Equipment and Linde Material Handling Equipment.

As a Senior Sales manager for Al Khorayyef Power Generators brand – Gulf Power - I was handling the following **duties and responsibilities:**

* **Revenue and Sales:**
* Lead and manage sales teams in multiple branches across the kingdom of Saudi Arabia to maintain a sustainable sales revenue growth and increase gulf power generators market share.
* Prepare Sales budget for major regional teams based on the most advanced sales pipeline analysis techniques to ensure accurate budgeting and achieving sales goals.
* Manage and support daily sales operations with Backoffice teams and with end-users and customers and continually working to enhance the sales achievements in all Saudi branches.
* **Collection and Receivables Position Review:**
* Work with sales team to ensure collections activities is in place, all customers dues are under follow up and insure a healthy cash-in flow to the company.
* Regularly meet with credit and finance department teams to review new credit application requests, Collection performance, long dues and bad debts status and set strategies and actions to enhance credit policy and collection performance.

#### Zahid Tractors And Heavy Machinery Company - Aug 2008 to April 2015

**Kingdom Of Saudi Arabia – Riyadh**

Zahid Tractors and Heavy Machinery is a market Leader in Heavy Equipment domain in Saudi Arabia with a world first class equipment brand Caterpillar Heavy Equipment, During the 7 years working with Zahid Tractors I held several positions in the field of Power generators and equipment rental, along with Power generators prime unit sales.

#### Key Accounts Sales Manager – Power Generators Division Nov 2013 to Apr 2015

#### Special Project Sales Manager – Zahid Rental Division Dec 2012 to Oct 2013

#### Senior Sales Officer – Zahid Rental Division Aug 2008 to Nov 2012

#### Arab Bank Jordan - Oct 2005 to Feb 2007

#### Sales Officer

**Hashemite Kingdom Of Jordan – Head Office – Amman**

## EDUCATION

#### Al Albait University - Jordan

2000 - 2005

Bachelor Degree In Finance And Banking

## LaNguages

Arabic : Native

English : Very Good

## REFERENCES

Available upon request