

MOHAMMAD N. ABU-HAIT

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Al-Khobar, Saudi Arabia

Detailed Resume



Objective

A senior managerial position in the field of active telecommunications, general, marketing, sales, and/or business development management, operation, to benefit from more than 26 years of experience. To lead, inspire, and improve the productivity of a service and operation base company. Looking forward, to be a part of a dynamic rapidly growing technology team that could benefit from the diversified experience and skills of a forward thinker, flexible and creative problem solver that thrives for excellence in leadership.

Managerial Strengths

I have gained valuable strength which is essential to quality performance on the job. Through various career path of increasing responsibility, I have built a firm foundation in a broad range of business areas. This includes business and financial planning; management, Operation, marketing, personal supervision, and motivation; research and development; conceptual design of solutions; and project research execution. A team builder providing motivation and training to achieve set goals. Has strong computer skills and highly perceptible in new technologies.

Summary of experience

More than twenty-six years of diversified experience in the field of active telecommunications, marketing- sales and business development. Experience has led to a vast exposure to a multitude of secondary tasks in administration, personnel, human resources, procurement, operations, and others. Having excellent analytical planning, marketing furthermore implementation skills.

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Professional Work Experience:

Company Name: AL-Hajri (SBIC)

Kingdom of Saudi Arabia & Kingdom of Bahrain

Designation: Business Development & Operations Executive April 15, 2019 - Current

My role is to drive the company's goals and values to the employees, develop and assist the organization sales and **growth** efforts by contributing to new customer acquisition. Build contacts with potential clients to create new business opportunity.

Job Description

- Develop Operations strategies and objectives to make sure that the company reaches its target and operates effectively.
- Responsibility for the complete operations of the business.
- Fundamentally responsible for the workplace and manages the entire operations and looks after the maintenance of equipment and facilities.

Responsibilities

1. Communicate with the higher management to prepare a strategy for operations to run efficiently.
2. Assist in developing long term plans to achieve the goals and objectives which are already set.
3. Managing the company's commercial operations and various expenses and budget.
4. Check on the performance of the operations of both internal service providers and external service providers.
5. Monitor the condition of the facility and keep a check on the environmental performance and give suggestions or approve funds or plans for spending.
6. Providing and suggesting work environment which is favorable for high work productivity.
7. Monitor every performance metrics, receive, and respond to approvals and notifications on a regular basis.

Company Name: SINOHYDRO Corporation

Saudi ARAMCO/ South Dhahran Home Ownership (SDHO)

Project Designation: Interface Manager: Feb 2016 – April 10, 2019

Coordinate, Supervise, monitor design and construction activities of ARAMCO - South Dhahran Home Ownership (SDHO) Project Packages 2D/2E, to ensure standards compliance and meeting projects schedule. Coordinate technical support and solution to the conflicts with other utilities encountered during design and construction activities of the project. Coordinate hard copies & electronic reviews of other design packages that provide comments, guidance, recommendations ensuring engineering & cost-effective design quality and in compliance with Saudi Aramco Communication Standards.

Company Name: Saudi Business Machines, Ltd. (SBM)

Saudi ARAMCO/ Permanent Communication & WASIT Security Program

Designation: Interface/Construction Manager: April 2011– October 2014

Coordinate Supervise and monitor construction activities of the outside plant (copper & fiber optic cables and manhole & conduit systems), Structured Cabling System (SCS), Process and Flare CCTV System, Voice and Data Network System, Mobile Radio System, Video Conferencing System, DC Power Systems, Communications Supervisory Alarm System, Antenna Tower of Wasit Permanent Communication Packages to ensure communication standards compliance and meeting projects schedule.

Coordinate technical support and solution to avoid the conflicts with other utilities encountered during design and construction activities of the above systems.

Coordinate hard copy & electronic reviews of other design packages within Wasit Program that provides comments/guidance/recommendations ensuring engineering & cost-effective design quality and in compliance with Saudi Aramco Communication Standards.

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Company Name: ADVACON

Saudi Aramco/ Temporary Communication Wasit Program

Designation: Project Manager: July 2010– March 2011.

Duties & Responsibilities:

- Ensures end-to-end project life cycle from kick off meeting till obtaining MC "mechanical completion"
- Ensure of delivering projects on time, quality, and cost as per customer satisfaction.
- Coordinating multiple project activities including organizing, directing personnel, materials, equipment& utilizing team building skills to ensure the satisfactory of project performance.
- Leads and coach the team of Project Managers (PMs) to secure project objectives.
- Develop and improve project manager's skills from my experience and advice, train, motivate and evaluate the team.
- Supervising project support personnel in preparation of project plans, schedules, reports, and project metrics to achieve project quality, reliability, cost, and timing objectives.
- Utilizing approved project management methods and processes to execute projects to meet client and management expectations.
- Providing interface and leadership between project team, management, and client.
- Coordinating multiple project activities to ensure efficient utilization of resources and satisfactory of project performance.
- Evaluating the man-power needs and develop the supervisor's competencies as per the business requirements to meet the projects objectives and business growth.
- Defining and forecasting the requirement of tools, resources & competencies and develop the skill sets of the employees by continuous site and factory training.
- Ensure of implementing health & safety instructions during projects execution to achieve 0 accidents.
- Gets directly involved in crisis situations, drive action plans, meet customers, partner & contractors.
- leads regular project reviews, control the execution of action plans issued from project reviews with focusing on anticipation of events, risks identification and management,
- Managing cash flow and ensuring attainment of expected financial performance.
- Managing sales forecast, cash collection, and overdue.
- Reporting to the higher management on regular bases about the financial parameters, manpower utilization, competencies and required development.
- Support the PMs in preparation, negotiation, and claims, with advice from legal adviser when necessary.
- Contribute to the finalization of costs, matrix of responsibilities; schedule and milestones during preparation of offers to clarify identify responsibilities and area of commitments of service unit, partners as well as customers.

Company Name: MMR, MDSA Mideast Data Systems Arabia

(Eastern province _ Khobar)

Website: www.mdsa.com, www.mds Holdings.com

Designation: Territory Sales Manager: March 2008 – June 1st, 2010

Duties & Responsibilities:

- Managed the Eastern Province KSA market.
- Prepared region's annual budgets, strategies, and plans.
- Managed national and international procurements.
- Managed, controlled, and planned the various sales matter and prospect in Eastern Province led to achieve the proposed sales
- Controlling ARAMCO and Key accounts (like SABIC, SCECO, Marafiq, est.) business.
- Projects Management.
- Support and maintained good relationship with clients and their staff.
- I helped the sales team to penetrate the major key accounts/sectors in Eastern Province and implemented vertical segmentations policy for the important accounts.

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Company Name: Analyze IT Trading Est. (Eastern Province)

Sole Distributer for Fluke Networks: KSA

Website <http://www.flukenetworks.com/fnet/en-us> Designation: Sales Manager: Feb 2007 - March 2008...

Company Name: OgerSystems, Saudi Oger Ltd.

(Eastern province - Khobar)

Designation: Sales/Product Manager Kingdom wide: July 2004 - Feb 2007

Duties & Responsible:

- Managed the KSA market.
- Prepared region's annual budgets, strategies, and plans.
- Managed the different regional requirements of administrative affairs, national and international procurements. □
Developed the business flow and launched different products and solutions
- Managed, controlled, and planned the various sales matter and prospect in Regions, led to achieve the proposed sales
- Controlling ARAMCO and Key accounts (like SABIC, SCECO, Marafiq).
- Projects Management.
- Built & managed distribution/Partners channels competence in the sales, support and maintained good relationship with BUSINESS PARTNER and their staff.
- Trained BUSINESS PARTNERS sales force on different products and solutions.
- Prepared jointly with BUSINESS PARTNERS different annual region's sales and marketing budgets, plans and followed up with sales timely forecast in order to measure the achievement and progress.
- Developed different opportunities directly and jointly with BUSINESS PARTNERS.

Company Name: Computer Network Contracting Co. Ltd.

(Eastern Province Branch)

Designation: **Regional Sales Manager:** May 2000 up to April 2004

Duties & Responsibilities

Responsible of the Eastern Region's Sales and Marketing:

- Made business plans and road maps for the region.
- Scrutinize Staff recruitment for all departments.
- Work closely with IT/Telecommunications vendor to market their products i.e. Motorola, Vanguard MS, Fluke Network Products, Foundry, Nokia Security Systems, Top Layer, Biodata, Cache Flow (Blue Coat systems), PAV Systems and Speed LAN from Wave wireless.
- Established Customers Relation Department to support the image and sales of CNC.

I also managed to inject new products to open new markets, as part of my Business Development duties and responsibilities.

During my tenure, CNC became one the leading Communications and IT based Companies in Saudi Arabia as well as one of the firsts to provide Frame Relay service, furthermore an Aramco Approved Vendor for a credited network test solution.

Company Name: LOIN COMPUTER CO. - JORDAN (CCS sister company)

Designation: **Network/Telecommunication Engineer**, at LCC Jordan: 1998 to 2000

Company Name: CCS (Computer & Communication Systems Co) - JORDAN

Designation: **Network/Telecommunication Engineer:** May 1997 to December 1997

Duties & Responsibilities

Responsible for the Operation, configuration and troubleshooting of the communication Section. As well as installation, configuration and troubleshooting of:

1. DATA GENERAL Main Frame (AOS)
2. Win NT server
3. Win NT Administrator
4. TCP/IP under Win NT

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5. Windows, dos and UNIX command utilities.

Company Name: MINISTRY OF HIGHER EDUCATION

Misurata, LIBYA (Higher Technical Institute, Misurata City)

Designation: IT lecturer: 1994 to 1996

Duties & Responsibilities

Lecturing IT Subjects for both Hardware and Software. Supervise the Maintenance for Computer Network Laboratories.

Company Name: MINISTRY OF HIGHER EDUCATION

Sabha, LIBYA (Higher Technical Institute)

Designation: IT lecturer: 1992 to 1994

Duties & Responsibilities

Lecturing IT subjects for both Hardware and Software. Supervise the Maintenance for Computer Network Laboratories.

Languages

Speak, read & write fluently in both Arabic and English. Speak Fare Tagalong (Filipino) language.

Education

Graduate of Bachelor of Science in Computer Engineering from Adamson University, Manila, Philippines, 1986 - 1991.

Training

- Professional Membership: The Jordanian Engineers Association
- Training on Micro Computer Hardware Servicing from MERALCO Foundation Institute - Manila, Philippines. February 20, 1989 - March 29, 1989.
- Training Courses in DBase III+ in University of the Philippines. November 26, 1989.
- Training Courses in Introduction to Oracle SQL plus - Computer & Communication System Co. in Amman, Jordan. July 16, 1997.
- Training Courses in UNIX Utilities & Commands - Computer & Communication System Co. in Amman, Jordan. July 07, 1997.
- Training Courses in TCP/IP for Windows NT - Computer & Communication System Co. in Amman, Jordan. October 10, 1998.
- Training Courses in Fluke Certified Network Sales Engineer - FLUKE Networks - Riyadh, Saudi Arabia. May 2000. □ Training Courses in Foundry Network's Prescribed Course in Switches & Routers Configuration and Management; Server Configuration & Management. Oct. 2000.
- Training course Fluke Networks Sales Engineer - Fluke Networks, Dubai UAE. February 2002
- Attended Immeasurable Number of Seminars and Presentations related to IT. IICCSI membership.
- Attended IEEE events
- CETEM, ARAMCO technical exchange meeting (yearly event) I have participated/exhibited in this event for the last 5 years during my previous and current organizations, and setup/organized our booth, also we were chosen among other participants for presenting the latest technologies in monitoring and troubleshooting of Networks.

Personal data:

• Jordanian.
• Married, with two children
• Excellent health
• Birth date: October 27, 1964.
• Place of Birth: Amman - Jordan