

Aldo F. Kheirallah

Khobar – KSA

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Director Of Operations & Business Development

Dedicated Senior Manager with extensive experience of 21 years in diverse business environments in the GCC, offering progressive years of directorship, management and leadership expertise in the field of Facilities Management Operations and Business Development. An excellent communicator with first class management skills and a transparent sense of humor

Major Achievements

- In charge of FM services in Tabuk (875 units), Riyadh (350 units), Taif (250), Khobar (375 units) and Khamis Mushait (1400 units) with a budget of SR413 mil
- Managed remote operations with off-grid infrastructure including: Power generation plants, Sewage treatment plants and reverse osmosis plants.
- Mobilized from KSA to Dubai branch with a workforce of 375
- Mobilized from KSA to Bahrain branch with a workforce of 480
- Exceed assigned business tasks with a saving on budgeted of at least 11%
- Awarded commendation from Bae Sys and Royal Saudi Airforce for best facilities manager for 6 consecutive years

Area of Expertise

- Operations and Business Development
- Budgeting / Tendering
- Customer Relationship Management
- Health & Safety
- Mobilization, Gov & legal set up
- Implementation of saving norms
- KPI & SLA
- Risk assessment

Career Path

2013 till date	Director of Operations / COO , MTE, Khobar – KSA
2000 – 2013	Director of Operations & BD , AMC, Riyadh – KSA (13 years)
1992 – 2000	Senior Trade Consultant , Bartercard, Beirut – Lebanon (8 years)

Education & Training

Purs. **Civil Engineering degree** – Distant learning. Open university (UK)
2009 **Risk assessment Certification**. Bae Sys (KSA)
2004 **NEBOSH** – National General Certificate in Occupational Health & Safety. BAE Sys (KSA)
2002 **Health & Safety Awareness Certification**. BAE Sys (KSA)
1997 **Business Management degree** - LAU (Lebanon)

Languages Known: English, French, Arabic, Spanish (basic)

Extra Curriculum Activities: Harley Davidson Owner Group, Diving.

DOB: 13 Jan 1974

Married to Saudi national with two Children (considered as SN in Labor office/ Gosi)

References: Available upon request.