

Mobile+966-54-485-4447
Mobile+966-50-483-6554
Phone +966-13-852-4410
E-mail ahmedali201@hotmail.com
amg_201@hotmail.co.uk



Ahmed A. AL-Maidani

Personal Information

Saudi citizen born in Dammam 13/ 09/ 1410 H, 08/04/1990 G, married. Willing to relocate. Speaks fluent English.

objectives

Hopping to become an active member of an active working group where my knowledge and skills can be applied on my field of specialist and gain the required experience to master electrical and power systems.

Education

2011 - 2013

Coventry University, UK. Bachelor degree graduate of engineering with honors lower in second class in Electrical Systems Engineering. (July 15th 2013)

2007 - 2009

Dammam technical college, Saudi Arabia. Diploma degree graduate of electrical power. With Cumulative GPA: 4.40 out of 5.00. (Sep 09th 2009)

Training & Certification:

2015

- **Key Management Skills (KMS) by International Consulting & Engineering.**

2014

- **Certified by Future Pipe Industrial (FPI) in (RTR) Reinforced Thermosetting Resin Pipe lamination.**
- **Certified and approved as Work Permit Receiver (WPR) from Saudi Aramco.**

2013

Coventry University, UK. Planning Company's Resources Using Modern Technology. (Jan 18th 2013).

2002-2003

Certified by Sita Training Institute on Microsoft Office with an excellent grade.

Work Experience

2015 - Present

Experience in Saudi Arabian Engineering company. LTD as the following:

(2015 - 2017) Sales & Marketing Engineer II.

(2018 - Present) Sales & Marketing Manager assistant.

- **To handle:**
- **Managing Saudi electricity Account, SWCC Account and different Ministries Accounts related to Electrical, Instrumentation and Control.**
- **Experience in contract management, project co-ordination, execution of project in time, site visit for Quantity surveying and cost control of project.**
- **Proficient in Project and Contract administration skills.**
- **Developed and managed core teams to evaluate customer requirements and produce technical responses to formal requests for proposals from current and potential customers.**
- **Created marketing tools to showcase our company's skills and abilities to effectively influence project awards from multiple new and existing customers. Resulted in multi-million Riyal project awards, spanning several years.**
- **Created marketing tools to successfully promote and grow new services. Resulted in Multiple project awards.**
- **Assembled the best team members to respond to customer requests, coordinated and facilitated all meetings, determined action items for each member, set deadlines and reviewed deliverables.**
- **Assessed the potential risks associated for our company and incorporated the Legal and Executive Management teams as necessary.**
- **Developed detailed proposals for Field Instruments, PLC, RTU, SCADA and DCS products, which include front end engineering, detailed equipment lists, pricing, network descriptions, diagrams, financial worksheets, etc.**
- **Successfully integrated the support for the Emerging Market segment into Proposal Engineering processes, while serving as Deputy Manager Sales & Marketing for the Proposal engineering team.**
- **Mentored, trained and assisted junior members in the department.**
- **Enhanced clear communication channels between operation teams and customers by clearly identifying requirements and quality.**
- **Motivated team to be positive despite intense deadline pressure by clearly identifying individual tasks, aligning tasks with people's.**
- **Optimized and maintained customer relationships by communicating deviation and processing requires in a timely manner.**
- **Managed, coordinated, and implemented strategies with Sales, Customer Service, Systems Engineering, and Product Planning departments for customer Equipment configurations cover letters and executive summaries.**
- **Maintained RFQ list and proposal department schedule. Determined requirements and developed engineering specifications. Generated detailed sales proposals and quotes containing material and labour estimates and shop routings. Maintained pricing to insure margins and unit sales across all product lines. Developed detailed quotes for machined spare parts, purchased spare parts WIP modifications and field modifications. Organized and scheduled large field service projects and customer design reviews.**
- **Technical proposition & solutions.**
- **Pre & Post – Clarification Correspondences.**
- **Preparing all required documents.**
- **Preparing & Submitting PQ's to SEC, SWCC, and SAUDI ARAMCO.**
- **Preparing Estimation for the projects.**
- **Read & Understand Technical / Commercial clauses of the tenders.**
- **Attending Job Explanation meetings & gather technical information for the relevant work.**

- Travelling all over Saudi Arabia to make site visits in power, water & various process plants for clear and understanding of the scope & to collect more details.
- Floating inquiries to local suppliers & overseas manufacturers.
- Evaluating technical & commercial offers from the suppliers.
- Negotiating with suppliers and customers for Technical & Commercial offers.
- Organize & conduct meeting with various customers.
- Preparing estimation of total service and supply cost & final price along with profit mark-ups.
- Analysing previous relevant bids of competitors in prior to Setting up of bid winning strategy.
- Preparing & Submitting of Commercial & Technical proposals.
- Follow up with customers to get orders.
- Handing over the project to Filed Services team.
- Contracts Signatory for SEC, SWCC, Government Ministries, and Saudi Aramco.
- Setting Up a new business with various customers.
- Monitoring projects to incorporate required modifications / correction in estimates based to actual situations such as:
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- To source out all required material, equipment, tools, supplies, consumables and all other things related to the project.
- To prepare complete proposal for Commercial and Technical.
- To ensure that all documents are complete before submission.
- Liaise with project & technical team, and Marketing manager for the total projects.
- To review all bid documents with related to technical & commercial proposal prior submission for approval.
- To ensure all jobs will be delivered to customer on time with proper quality inspection & acceptance.
- Having good relationships with customers and to provide solutions to all their work-related requirements.

2014

- 13 months experience in Fu Tai Arabia LLC in:
- Preparing all the documents which is relating to electrical scope.
- Monitoring the site work.
- Installing a new Switch rack and disconnecting the previous one.
- Re- routing all cables.
- Testing and troubleshooting.
- Having good relationships with customers and to provide solutions to all their work related requirements.

2009

- Co-op Training Program (Graded B+) .
Completed in Ministry of Water & Electricity General Directorate of Water in Eastren Region (operation and Maintenance-Station and wells division) Water Branch - Qatif
(July 11th, 2009 - Sep 02th, 2009)

Skills and Interests

Familiar with the following packages: Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Multisum, AutoCAD, Ultiboard. Interests include Weight loss diet and Nutrition Science, reading, cooking, travelling, and sports Football, Running, and Swimming.

References

Available upon request.