



# SAMMAD ULLAH LODHI

Seeking a senior-level management position at a company where, I can utilize my skills to enhance the company's business productivity and profitability.

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## CONTACT

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## SKILLS

- Cost assessment/ Budget
- Contract review & Negotiation
- Relationship building and management
- Business development and planning
- Project Management
- Issue & conflict resolution
- Effective decision making
- Aptitude: flexibility and ability to adapt to change and cultural realities
- Pro-active, can-do attitude
- Build and manage interpersonal relationships
- Politically sensitive
- Active listening
- Time management
- Prioritization

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## EDUCATION

- **Dadabhoj Institute of Engineering and Economics.**  
Bachelor of technology in Mechanical Engineering (GPA 3.23/4.0)
- **University of Karachi**  
Bachelor of Commerce

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## PROFESSIONAL SUMMARY

- A hard working, resolute and technically adept professional with more than 10 years of extensive experience in Project and Construction Management.
- Senior member of Amiantit group of Industries that has responsibility for overall leadership of the division in a manner that it enables to achieve its vision, goals, and objectives.
- Lead EPC contracts in Water, Power, and Petrochemical Industry. Has comprehensive exposure of managing supply and installation of piping in infrastructure, desalination, and petrochemical industry.
- Competent in handling and managing multiple projects in close coordination with multi-disciplinary teams.
- Possess excellent interpersonal, negotiation and management skills.
- Effective communicator worked with diverse nationalities in a multicultural environment.

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## WORK HISTORY

- **Current Position: Sales Account Manager**  
Saudi Arabian Amiantit (Manufacturing & Sub-Contractor)  
(Industrial Plant, Oil & Gas, Water)  
**Product Range:** RTR piping system, deep wells, jacking piping solutions, ductile iron piping systems, valves, HDPE and concrete piping systems, installation of RTR piping systems, etc.  
**Oct2020 – Present**
- **Former Position: Sr. Sales & Marketing Engineer**  
**June2016 – Sept2020**
- **Position: Deputy Sales & Marketing Manager**  
Saleh & Abdulaziz Abahsain/ Abahsain Cope (Manufacturing/Trading)  
(Industrial Plants, Oil & Gas, Power/Energy)  
**Product Range:** OCTG, Cable trays and ladders, channels, ducting, etc.  
**Feb2012 – April2014**
- **Former Position: Sr. Sales & Marketing Engineer**  
**April2009 – Jan2012**

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## EXPERIENCE WORKING WITH EPC CONTRACTORS

- Doosan Heavy Industries Ltd, South Korea
- Daelim – South Korea
- Hyundai Engineering and Construction
- SKEC- South Korea
- Samsung Engineering – South Korea
- Fluor, U.K, U.S, and Canada
- Hitachi - Japan
- Acciona – Spain
- Technicas Reunidas – Spain
- Abengoa- Spain
- CRCC– China
- ENPPI

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## EXPERIENCE WORKING WITH CLIENTS/END USERS

- Saudi Aramco –K.S.A
- Royal Commission for Yanbu and Jubail – K.S.A
- Saudi Basic Industries Corporation – K.S.A
- Saudi Electricity Company – K.S. A
- National Water Company – K.S.A
- Saline Water Conversion Corporation – K.S.A
- Maaden–K.S.A
- Marafiq–K.S.A
- Ministry of Electricity and Water – Kuwait
- ADNOC-Abu Dhabi
- KNPC-Kuwait
- PDO-Oman

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## SOFTWARE SKILLS

- SAP
- Oracle
- Microsoft Office 365

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## KEY RESPONSIBILITIES AS SALES ACCOUNT MANAGER

- Oversee the organizational sales development and management activities and enforce organizational principles of integrity and compliance.
- Reporting directly to the Sales & Marketing Director, developing and implementing short- and long-range goals, objectives, and procedures to meet company sales targets & goals.
- Responsible for making quarterly contract review of all the ongoing projects and reporting to finance management in terms of cost incurred vs revenue recognized.
- Conduct sales & marketing strategy meetings to identify issues and client requirements, facilitate pricing discussions, and obtain senior management input on timelines and deliverables.
- Develop and execute negotiation strategies that minimize potential losses and benefit the organization's financial performance.
- Serve as a primary organizational contact during contract negotiations.
- Review contractual performance of both parties to ensure compliance with terms and to identify conflicts or changes requiring resolution at contract renewal.
- Research the potential for active selling of complete Amiantit's portfolio of products, thereby achieving the company's allocated targets.

## ACHIEVEMENTS

- Provided sales of \$30.0 million from 2009 - 2014 (1st quarter) at Abahsain from different projects all over the GCC like Shaybah Packages 1, 2, 3 & 4, YERP, EVA & Maaden Smelter & Aluminum project Jerp#8 & 9, Rabigh 2 Petrochemical Project, Jizan Refinery Project, Kemya Project, Hadeed project, WASIT PJT pkg#1, IDC Expansion Project, Sadara etc.
- Provided sales of USD 10.67 Million in 2016 to Amiantit from different clients including Saudi Aramco, SABIC, SWCC, RC, Maaden etc.
- Successfully achieved a target of USD 18.66 million in 2017 at Amiantit from industrial projects within KSA, including JIGCC Project, Jizan Refinery Project, Jizan Economic City, Yanbu Distribution Hub power plant etc.
- Delivered sales of USD 27.47 million in 2018 out of USD 64.0 million target given at Amiantit to the industrial projects department. The projects included mainly JUPC EO/EG, Shoibah 2 Desalination plant, Yanbu 3 Project, Haradh gas plant, Hawaiyah Gas plant and RC contracts etc.
- Delivered sales of USD 15.0 million in 2019 from Khobar RO1 project with Acciona, RC Cont. # 570 - C-35 with Rafia Contracting, Khursaniah Gas plant & Qatif Booster station with Alascon, SABIC Housing Project Mutrafiah Packages1,4,6 with Beijing Construction & Al-Rashid contracting company, Aramco SAFANIYAH & KJO project with ENPPI etc.
- In 2020, worked on projects including Shuqaiq 3 & Khobar RO2 plant with Acciona. Rabigh 3 with Abengoa. Berri Gas plant and Marjan package's 1,5,10 with Saipem. Marjan pkg 9 and 11 with TR, Marjan pkg 6 & 12 with HDEC, Marjan pkg 16,17 with Sinopec, Marjan pkg# 18 with Br. CAT. Marjan pkg 1,3,4 with McDermott and other RC and SWCC projects like Jubail 3A SWRO plant etc. and make total sales of USD 15M.
- Currently working on Jubail 3A and 3B project, Shoibah 5, Shuqaiq 1, Jafurah packages 1-4, AGIC project, Amala - Red Sea Project, Hassyan Pumping Station (DEWA) etc.

## CORE FUNCTIONAL SKILLS

### FRP/RTRP DESIGN

- Engineering drawings review
- Pipe and Fittings Design and review
- Provide engineering solutions for unique applications

### INSTALLATION OF METALLIC AND NON-METALLIC PIPING SYSTEMS

- Site assistance for contractors and owners in the field of piping installation
- Inspection & Technical examination of installed lines
- Providing third party consulting on construction projects

### PROJECT MANAGEMENT & EXECUTION

- Defining the scope of the project while analyzing the risks, and assisting the costing team technically in preparing the bid
- Planning and defining the resources in terms of manpower, equipment, tools & consumables, and other project cost that are needed to execute the project.
- Supervising the preparation of cost and billing plan
- Supervising the preparation of milestone schedule and detailed schedule
- Contract review and earned value analysis with finance management to study the cost incurred, revenue recognized, unbilled and unearned scope of works
- Controlling progress while maintaining quality and safety
- Developing and proposing incentive program to expedite progress and meet project schedule.

## MAJOR PROJECTS EXPERIENCE (Above SR 10.0 M)

<b>2010</b>	Habshan 5 Gas Plant Abu Dhabi Gas Company Technimont (Cable Tray & ladder material supply installation & maintenance contract)
<b>2010- 2011</b>	Jubail Export Refinery project Saudi Aramco, GCC & Punj Llyod (Cable Tray & ladder material supply installation & maintenance contract)
<b>2011-2012</b>	Yanbu Export Refinery project Saudi Aramco SKEC, Petrofac, Alla International Co. (Cable Tray & ladder material supply installation & maintenance contract)
<b>2012-2014</b>	Sadara Project Saudi Aramco (PLA agreement) (Cable Tray & ladder material supply installation & maintenance contract)
<b>2012-2013</b>	Shaybah plant (Pkg#1,2,3,4) Saudi Aramco, Samsung Engineering & Construction (Cable Tray & ladder material supply installation & maintenance contract)
<b>2016-2020</b>	Jizan Refinery Project -JIGCC Saudi Aramco TR, Hitachi, Petrofac, Air Product (Material Supply, Installation contract)
<b>2015-2016</b>	FRP Online Reinforcement Project SABIC Yansab (Shutdown & Maintenance contract)
<b>2016-2017</b>	SAFCO4-Reliability Improvement Project SABIC (Material Supply, Installation & Maintenance contract)
<b>2018-2020</b>	JUPC Project SABIC Samsung Engineering & Construction (Material Supply, Engineering services)

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## COURSES & CERTIFICATIONS

- Course related to FRP Engineering for Piping Systems organized by DynaFlow Research Group- Certificate issue date- August 4, 2020
- Appreciation Certificate from Hitachi Engineering and Construction for the excellence service and performance on Jazan Refinery Project- EPC-13 K.S.A
- Awareness session ISO 31000:2018- Risk Management System -Certificate issue date October 20,2018.
- API spec 15LR- Specification for low pressure of Fiber Glass line Pipes and Fittings-Certificate issue date July 11,2019
- Internal auditor training session on API Spec Q1, 9<sup>th</sup> Edition- Quality Management Requirements For Manufacturing Organizations For Petroleum and Natural Gas Industry-Certificate issue date September 15,2019
- Internal Audit Training for Integrated Management Systems (ISO 14001:2015 & ISO 45001:2018)- Certificate issue date November 04,2019
- Excel Training Level 1, 3 weeks Course sponsored by Amiantit Recruitment and Development department- Certificate issue date May 25,2019
- Excel Training Level 2, 3 weeks Course sponsored by Amiantit Recruitment and Development department- Certificate issue date Dec 30,2020

**2019-2020**

Khobar-1 Desalination Plant -SWCC  
Acciona Agua  
(Material Supply, Engineering services contract)

**2019-2021**

Shuqaiq 3-Desalination Plant- SWCC (BOOT project)  
Acciona Agua  
(Material Supply, Engineering services & Maintenance contract)

**2020-2021**

Mansourah- Maaden Gold Project  
Maaden  
Larsen & Toubro Ltd.  
(Material Supply, Installation contract)

**2020-2021**

Khobar-2 Desalination Plant -SWCC  
Acciona Agua  
(Material Supply, Installation contract)

**2021**

Tasnee-Shutdown UTOS & EC process  
Tasnee  
(Shutdown related to Installation & AMC contract)

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## CAREER OVERVIEW

**2020 till date with (Amiantit)** Saudi Arabian Amiantit Group of companies as **Sales- Account Manager** leading the projects in K.S.A and G.C.C. (Saudi Arabia, Kuwait, U.A.E etc)

Saudi Arabian Amiantit group of companies. Amiantit is a leading manufacturer and service provider of various piping systems serving Infrastructure development, Industrial, Petrochemical, and Desalination Industry in the region and in G.C.C.

**2016 to 2020** with Amiantit Group of companies. as **Sr. Sales & Marketing Engineer** managed mega projects involving supply and installation of piping systems and AMC contract. Handling existing clients and approaching the major EPC to open new business opportunities.

**2012 to 2014** with Saleh & Abdulaziz Abahsain/ Abahsain Cope as **Deputy Sales & Marketing Manager** handling industrial project involving supply and installation of Cable trays and electrical products with AMC services.

**2009 to 2012** with Saleh & Abdulaziz Abahsain/ Abahsain Cope as **Sr. Sales & Marketing Engineer** handling industrial project involving supply and installation of Cable trays and electrical products.

### Responsibilities during stay at Saleh & Abdulaziz Abahsain Group.

Provide technical and sales support to the end users, MEP consultant and contractor.

Locates or proposes potential business deals by contacting potential partners, discovering, and exploring opportunities.

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