

WASIM AKHTER

POSITION LOOKING FOR : Head of Sales /Sales
Manager / Business Development /Operation
Manager

E-MAIL: wakhter25@gmail.com
MOBILE: +966 549322650
LINKEDIN: wasim-akhter-b95835a2

Riyadh, Kingdom of Saudi Arabia

A Versatile Catering,Hospitality/FM professional with nearly 16 years of experience in Operations Management, Sales & Business Development, General Management across Catering, Facility Management (FM) & Hospitality industries



PROFILE SUMMARY

- Presently, working with **Al Suwaidi Services Co. Ltd. (Part of M.S. Al Suwaidi Holding Co. Ltd) Riyadh** as **Sr. Business Development Manager (Lodging, Catering & FM Services)**; managing a **team of 7 members** and driving them towards process efficiency
- Scrutinized organizational structure and identified areas for continual improvement** of the business processes, enhancing efficiency & effectiveness of the group
- Spearheaded P&L activities**; impacted regional profitability through effective tactical management decisions and new business development
- Impressive success in setting up and managing large-sized facilities**; proven capability in directing operations of facilities for all size/dimensions including general management, budgeting, P&L, staffing, and contracts
- Assessed the viability of internal & external sourcing and supervising activities & services** of telecommunications, data systems, maintenance, construction, printing & distribution of materials to facilitate services in cafeteria, security, travel reservations, transportation and fleet management
- Highly successful in **meeting & setting KPI & SLA targets** and planning areas of improvement; excellence in managing end-to-end process operations with focus on quality deliverables within specified service norms
- Ramped –up business by identifying the strength of each partner, planning monthly primary & secondary numbers** and coordinating with them for effective business development
- Guided the team on opportunity identification and proposal development** including education and nurturing of channel partners
- Managed budgets, sales forecasts & reports** as per business plans to achieve maximum sales and enhance business revenue
- Impeccable record of building high performance teams, implementing continuous improvement programs and partnering with multiple global stakeholders**; set-up and rolled-out successful quality management in service environment, overachieved expectations and exceeded all set goals by enduring excellent customer relationships



CORE COMPETENCIES

- Strategic Planning & Leadership
- Strategic Alliances & Partnerships
- EHS Management
- Operations Management
- Contract Management
- Stakeholder/ Client Relationship Management
- Budgeting & Cost Optimization
- Continuous Process Improvements
- Team Management & Leadership



NOTABLE ACCOMPLISHMENTS

- Awarded for excellence performance and result oriented work for Catering division in the year 2022.
- Successfully identified & ventured new zoner of catering business, **resulting in 63% growth in revenue** for FY 2015-16, in Areeky Group of Companies
- Secured direct business from ARAMCO worth 1.5 Million** Saudi Riyal for two pump stations in BISCAT Catering & Housing Co.
- Enhanced the business of Riyadh by 37% annually in 2010 -2011**, and honored as the Best Branch Performing Branch Sales Manager, in MASA Pest Extermination & Building Maintenance Co.



CAREER TIMELINE



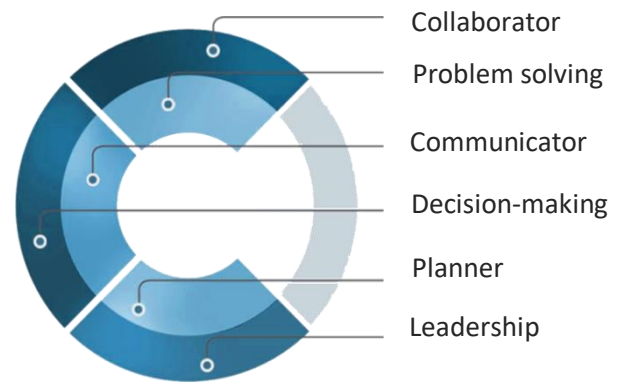


EDUCATION

- 2018: Master of Business Administration (MBA) in Hospitality Management
- 2005: Diploma course in Computer Application
- 2001: Advance Diploma in Sales & Marketing from National Institute of Sales (NIS)
- 1998: Graduation (Bachelor Degree) from Delhi University, India



SOFT SKILLS



WORK EXPERIENCE

Since Apr'20: Al Suwaidi Services Co. Ltd., (Part of M.S. Al Suwaidi Holding Co. Ltd with its HO in Jubail) in Riyadh as Sr. Business Development Manager (Lodging, Catering & FM Services)

Key Result Areas:

- Reviewing & ensuring the accuracy of bids /proposal for catering, accommodation services and value for money based in line with the customers statement of work
- Acting as the Single Point of Contact for clients on contractual matters as well as Contractual Liaison between company employees and clients/subcontractor, ensuring timely review and approval / reconciliation of variation
- Attending site visits for prospective clients, engaging with customers on the ground and assessing feasibility of tendering for new business
- Dealing directly with ARAMCO, SABIC for new project, negotiating, signing and executing project with ARAMCO / SABIC while updating ARAMCO Vendor portal, if required
- Coordinating with stakeholders in operations in delivery of new contracts to ensure focus on business requirements within operations;
- Assisting Operation Manager in selection, manpower planning & mobilizing staff for different remote project site
- Drafting commercial proposal / tender for catering, housing, janitorial, laundry and operation & maintenance
- Assisting in MENU preparation based on client preference along with monitoring camp administration, security, cleanliness & maintenance, other allied services
- Facilitating Space Management and Lease Management
- Identifying individual strengths, actively fostering career advancement by setting targets for the team on annual basis; reviewing and maintaining a high-quality well motivated team
- Working on Continuous & Proactive Communication with various departments for Operations, Expansion & Improvement Projects
- Negotiating with vendors; dealing with contracts for obtaining timely procurement of materials at favourable terms; developing policy, standards, guidelines and procedures to ensure precise execution of the contract
- Advising on measures to improve the efficiency and cost-effectiveness of the facility; supervising & agreeing contracts and providers for services including security, parking, cleaning, catering, technology and so on
- Advising businesses on increasing energy efficiency and cost-effectiveness; monitoring and managing the major assets and technologies within the workplace to ensure maximum return on investment



PREVIOUS EXPERIENCE

Sep'19-Mar'20: Remote Logistic Arabia, Dammam as Area Manager – Catering & Life Support Services

Managed the overall operations of two project units across Dammam, (Eastern Region)

Oct'16-Jul'19: BISCAT Catering & Housing Co., Jubail Abdullah A Al Barrak & Sons as Business Development Manager

Secured & Monitored numerous remote site project for camp management, Catering, Accommodation, Housekeeping, laundry, Janitorial and O&M

Sep'13-Aug'16: Areeky Group of Companies, Al Khobar as Sales Operation Manager – Industrial Catering

Sep'09-Jul'13: Masa Est. for Pest Extermination & Building Main Services as Branch Sales Manager (Riyadh, Saudi Arabia)

Nov'08-Jun'09: Mashreq Bank, Dubai as Team Leader

Aug'04-Sep'08: Silicone Concepts India Pvt. Ltd., New Delhi, India as Territory Sales In-charge



PERSONAL DETAILS

Date of Birth: 1st December 1978

Languages Known: English, Hindi, Urdu, Arabic

License: Saudi / GCC Driving License

Nationality : INDIAN

IQAMA STATUS : TRANSFERABLE IQAMA