

ROMEO D. GAGUI

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EDUCATIONAL BACKGROUND

Bachelor of Science in Electrical Engineering - 1982
Bachelor of Science in Mechanical Engineering - 1990
FEATI University
Echague St., Sta. Cruz, Manila, Philippines

PROFILE

More than forty (40) years of combined work experiences in the field of Engineering, Procurement, Construction and Sales. Has an extensive experience and exposure in the field of Mechanical & Civil Works for Greenfield & Brownfield Projects with specialization in Protective Coating, Insulation and Linings. Has more than ten (10) years GCC country work experience with multinational companies. Bachelor degree in Mechanical and Electrical Engineering. Proficient in oral and written English. Computer literate with Microsoft Office Windows 10.

PERSONAL STRENGTH

- Long experience with Engineering & Construction Companies.
- Determined to work under pressure and willing to go an extra mile to meet goals.
- Vast working experienced with other foreign contractors/suppliers and nationals.
- Good interpersonal and communication skills.
- Hardworking, work without being told and fast learner.
- Computer literate.

EMPLOYMENT HISTORY

COMPANY: ANTI-CORROSION CONT. EST. (ACORTEC)

P.O. Box 2000, Al-Jubail Industrial City 31951

POSITION : From Sales & Operations Manager to Marketing & Business Dev't. Manager

DURATION : February 20, 2019 to PRESENT

DUTIES & RESPONSIBILITIES:

- To develop and implement an overall marketing and sales strategy for company products and services including pricing & customer service policies and promotional activities that will enhance the corporate image of ACORTEC and maximize sales inquiries.
- To gain new clients and launch new products or services when necessary.
- To develop, establish and maintain strong and firm relationship with clients. and build up new ones.
- To achieve sales target as well as company objectives.
- To close sales/deals, sign and maintain contracts with clients.
- To monitor & ensure timely collection of receivables as well as payables to maintain a steady cash flow.
- To continually review market conditions and competitor's activity to identify, report, and act on threats to and opportunities for the company.
- To develop and manage the successful execution of agreed sales budget and ensures adherence to budget limitations.
- To manage the successful implementation of orders & ensure that they are executed according to budget and target schedule.
- To develop marketing action plans that clearly define objectives, goals, schedules and assignments and achieved targeted opportunities.

Major Sales Orders Closed:

1. ARCC/EEI Panting Works Debottleneck Onshore Saudi Aramco Plant Project-Safaniyah
Contract Value: SAR 14,177,888.47 VAT Excluded.
2. The Consortium of SEPCO & SInohydro for King Salman International Complex for Maritime Industries & Services Project for Package 4,5 & 6 Fireproofing Works & Fire Water Lines Painting Works with a Contract Value: SAR 31.99M
3. ARCC/EEI Rehabilitation Project for Saudi Aramco Abqaiq, Khurais & Riyadh Plants.
Contract Value: SAR 3.56M:
4. AYTb-TR Ras Tanura Clean Fuels Painting Project
Contract Value: SAR 1.276M

COMPANY: SARH AL-MAALI TRADING & GENERAL CONT. CO.
P.O. Box 35443, Al-Jubail Industrial City 31961
POSITION : Sales & Operations Manager
DURATION : February 15, 2018 to Feb 28, 2019

Sales Orders Closed & Projects Handled:

- 1. TASNEE Traffic Plan & Logistics Expansion Project.**
Contract Value-SAR 2.4M, from March to November 2018.
- 2. BACS Metro Riyadh Rip-Rap Project.**
Contract Value-SAR 8.7M. From February 2018-December 2018.
- 3. ATYB Steel Trench for Shoring. Contract Amount-SAR 764,402.66**

COMPANY: Technical Contracting Company (TCC), A Yusuf Bin Ahmed Kano
P.O. Box 2578, Jubail Industrial City 31951
Tel. +9663-3612221, Fax +9663-3611344

POSITION : Marketing Manager cum Sr. Project Manager
DURATION : February 24 2010 to February 14, 2018

Major Sales Orders Closed:

- 1. Marafiq Yanbu, 3 years Long Form Contract for Plant Wide Painting & Replacement of Corroded Parts-2012 to 2015. Contract Value- SAR 34.5M**
- 2. Marafiq Yanbu, 3 years Long Form Contract for Plant Wide Painting & Replacement of Corroded Parts-2016 to 2018. Contract Value- SAR 24.55M**
- 3. AL-TOUKHI. Painting of Steel Structures, Pipes & Fittings for Hail Power Plant. From October 2017 to May 2018. Contract Value-SAR 2.209M**
- 4. MARAFIIQ Jubail. Painting of 12 Units Smoke Stacks with GE. From Jan 2011 to April 2011 with a Contract Vale of SAR 10.665K**
- 5. GCC. Painting of Fitting & Bends for SATORP Package 8 Project- From May 2011 to July 2012. Contract Value- SR 6.5M**

Major Projects Handled:

- 1. Name of Project: Wasit Gas Program, Inlet & Gas Processing Project**
Package 01 & Flare Area
SubContract No. 11047D-P601-005 with SKE&C

POSITION : Project Manager

INCLUSIVE DATE: September 01, 2014 up to June 30, 2015

DUTIES AND RESPONSIBILITIES:

Responsible to the Owner and Division Manager for the management of the entire project.

- Over-all responsibility for the execution and implementation of work required for installation, hydro test, lay-up, reinstatement and pre-commissioning of all piping lines complete with valves & fittings, instruments and support structures on the ground and on pipe racks.
- Monitor and oversee all project activities daily and see to it that all resources from manpower, tools & equipment and materials are complete and at hand to perform all works.
- Conduct daily meetings with staff to check work progress and resolve all issues that tends to delay any activity.
- Attend regular meetings (daily, weekly & special) with the client (SKE&C) & proponent (ARAMCO) to report work progress and concerns to be resolved affecting work schedule.
- Select subcontractors that can help us fulfill our needs in terms of manpower, materials, tools & equipment and collaborate with them to accomplish our work.
- Check, review and approve subcontract agreement, purchase orders and billings of suppliers and contractors.

2. Name of Project: Plant Wide Painting & Replacement of All Corroded Parts of Steel Structures, Pipes & Pipe Supports of Marafiq Yanbu Utility Plant. Contract No. 7300 004 904,

POSITION : Project Manager

INCLUSIVE DATE: September 01, 2012 up to August 31, 2014

Duties & Responsibilities:

- Review & approves Method of Statements, Risk Assessment, Work Schedules and drawings related to project.
- Review and approves Technical Queries (TQ), Request for Information (RFI's), Service Order Request (SOR), Request for Purchase (RFPs) and billings.
- Conduct regular weekly meeting with my staff for project updates and discuss/report this to the client.
 - Monitor contract plan (schedule) and see to it that it is being maintained.
 - Ensure that all resources are complete to execute and implement work required to keep up with the contract plan (schedule).
 - Choose/approves suppliers and sub-contractors.
 - Ensure that the scope of work being carried out as per contract and plan. and provide the necessary engineering assistance to the project.

List Of Other Companies I worked for.

- 1. COMPANY : Mohammad Al-Mojil Group (MMG)**
P.O. Box 11, Dammam 31411, Saudi Arabia.
Tel. +9663-8421111, Fax +9663-8425079
- PROJECT :** Saudi Kayan Petrochemical Project
Jubail Industrial Area, Kingdom of Saudi Arabia
- CLIENT :** Fluor Arabia Limited (Saudi Arabia)
- POSITION : Manager-Field Engineering**
- DURATION :** January 25, 2009 to September 08, 2009
- 2. COMPANY : BIN QURAYA EST.**
P.O. BOX 32058, AL KHOBAR 31952, KSA
Tel. +9663-8682040/8682050
- PROJECT :** Raz As Zawr Sales Gas Pipeline
Maaden to Raz As Zawr, KSA
- OWNER :** ARAMCO
- POSITION : Project Manager**
- DURATION :** April '08 to July, 2008
- 3. COMPANY : Petra Trading & Manufacturing Food Stuff**
Blk 107, Street 103, Behind NBK, Subhan Industrial Area, Kuwait

PROJECTS UNDERTAKEN:

- Installation and Commissioning of UHT plant using COMBIBLOC Filling Machine and APV Process Equipment.
- Upgradation of Dairy and Ice Cream plant using APV process equipment.
- Relocation, Reinstallation and Recommissioning of Bakery Plant

POSITION : Project Manager to Engineering Manager

DURATION : June 08, 2006 to July 31, 2007

- 4. COMPANY : FOOD MACHINERY INDUSTRIAL CORPORATION**
#227 Mezzanine Floor, Don Pablo Bairan Bldg.,
Between 6th & 7th Ave., Rizal Ave. Extension, Grace
Park, Caloocan City.
- PROJECTS :** Supply, Fabrication, Delivery, Installation and Commissioning of Processing Equipment (Tanks, Piping, Controls & Instruments, Conveying System) for Jollibee Food, United Laboratories, Coca Cola, Pepsi Cola, Gardenia Foods, Zesto Corp. and Asiawide Resources.
- POSITION : AVP-Sales & Engineering**
- DURATION :** January, 2004 to September, 2005

5. COMPANY : PROCESSING INDUSTRIES CONTRACTOR CORPORATION
Marcos Alvarez Ave., Talon 5, Las Piñas City, Metro Manila, Philippines.
POSITION : President and General Manager
DURATION : April 1995 to December 2003

6. COMPANY : SPP CORPORATION
DBP Ave. Corner Malungay Road
FTI Complex, Taguig, Metro Manila
POSITION : Technical Sales Engineer
DURATION : November 15, 1983 to December 31, 1991

POSITION : Project Manager
Inclusive Dates : January 01, 1992 to March 31, 1995

7. COMPANY : APV Bell Bryant Manufacturing Corp.
Marcos Alvarez Ave., Talon 5
Las Piñas City, Metro Manila

POSITION : Shop Supervisor
DURATION : January 03, 1977 to October 31, 1983

PERSONAL INFORMATION

Date of Birth	:	April 03, 1955
Place of Birth	:	Tarlac City, Tarlac
Age	:	63 years old
Height	:	1.78 meters
Weight	:	75 kgs.
Citizenship	:	Filipino
Religion	:	Christian
Civil Status	:	Married
No. of Dependents	:	Two (2)
Tax Identification No.	:	144-620-094
S.S.S. No.	:	02-0161919
Passport No.	:	P0805848C valid up to 5 July 2032

I certify that the above information's are true and correct to the best of my knowledge and belief.

Sincerely yours,
ROMEO D. GAGUI