

Resume of Safar Ahmed Al-Ghamdi

Personal Information

- Safar Ahmed Saleh Al-Ghamdi
- Date of birth: 12th, December 1979
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- Marital status : Married
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Brief introduction

I am an expert candidate who owns a cognitive harmony between professional experiences and education. I have acquired my extremely versatile skill set from majoring in two fields over the course of education; engineering and business. Holding a double major has allowed me to hone my creative approach to providing solutions. Over the extensive timeline of working, I have been awarded appreciation certificates and excellence from previous employers.

Qualifications and Courses

- Sales cycle activation.
- Labor rules & regulations (Labor Law).
- GOSI regulations.
- Technical training in cables & wire components.
- Training in solar technology.
- Technical training in fitting and valves.
- General training in lighting fixtures.
- Technical training in field instrumentation
- Technical training in SCADA & DCS system.
- Technical training for Cyber security.
- SAP (System Application Program) as end-user for Vendors.
- Data Analysis.
- Executive Planning.
- Human Resource Planning.
- Managing Safely (IOSH).
- ISO 45001: 2018 Awareness.
- Project Procurement Management (PPM).
- Project management professional (PMP).
- Marketing Strategy.
- Selling Skills.

Educational background

- Bachelor of Science in Computer Engineering & Information System (BS) from Gulf University with GPA 2.88 out of 4.
- Bachelor of Business Administration with (Second Honorary) from Imam Abdurrahman Bin Faisal University with GPA 4.37 out of 5.

Journey of Experiences

Business Partner at Saudi Air Navigation Services (SANS), May 2019 - Dec 2019.

- Managing the Southern region SSD service in six airports and remote areas.
- Direct Responsible for (IT, Supply Chain, HR, Maintenance, safety, Security, transportation, inventory) services.
- Managed IT projects (Configuration, Network, Access point, CCTV, CISCO IP telephony, Turnstile gates, Reader).
- Managed Maintenance projects (Preventive /Corrective/Periodic Maintenance, Renovation towers, Landscape).
- Managed Warehouses (Material movement, Stock level, Connect ERP system, Purchases).
- Managed Safety (Work permit, Hot permit, Risk assessment, Violations).
- Managed Security (Security permits, ELM, SHOMOOS, Visitors, Accidents, and Security Contracts).
- Managed Transportation (Car fleet maintenance, Permitting drive Vehicles, Readiness and cleanliness).
- Conducted day-to-day business activities and the KPIs to ensure compliance with stipulated policies, procedures, and close the findings.
- Managed three large Contracts and leading large multinational teams in different categorize.
- Managing the Service Level Agreement (SLAs) with other partners.
- Implement the strategic plan and monitor in general aspects for budget and forecast.
- Attending meetings and prepared monthly reports to line manager.

Senior Account Manager at Honeywell, August 2016 - June 2017

- Primary customer interface responsible for the development of new business and new relationships in pursuit of growth for the company.
- Develop new opportunities for Field Instrument (FI) products across the Kingdom.
- Managing contracts with SABIC For FI products.
- Identification of cross-selling opportunities that fully utilize the breadth of Honeywell's product offerings across all businesses.
- Proactively identified and resolved block issues that may be affected Projects and contracts.
- Participated and implemented comprehensive plans focusing on growing sales and increasing profitability.
- Developed customer relationships engaging customers with little or no installed base.
- Attended meetings and prepared monthly reports for the Sales GM.

Business Development Area manager at Saudi Energy Sources CO, July 2013 - Aug 2016

- Lead and develop a business strategy in both Profitability and customer satisfaction in the eastern region.
- Represented the company in front of the Government sector, Aramco, SABIC, and other Clients.
- Managed and monitored the progress of assigned contracts with the company.
- Participated in preparing market forecasts and activity plans.
- Executed the company's expansion plans in the GCC countries and pursuit to solve market deviations.
- Build prosperous and long term relationships with new and existing customers.
- Provided support to leaders through forecasting market trends and develop business methods with valuable inputs.
- Observed and review the progress of (KPIs) indicators.
- Attended meetings and prepared monthly reports for the line Manager.

Aramco Account Manager at Saudi Electric Supply (SESCO), April 2007-April 2013

- First interface with Aramco departments (standardization, procurement, Supply Chain, Engineering, Contracts).
- Handled direct and indirect requirements from clients.
- Visited most of the remote side and follow up on all projects requirement like (Uthmaniyah, Haradh, Shaybah, Manifa, Wasit).
- Managed long-term contracts contain more than 900K line items.
- Responsible for adding new products to the Contracts (ESD).
- Responsible for achieving direct or indirect Sales business targets.
- Enhance and develop an overall supply chain and logistics projects between Aramco and SESCO, called ESD project for 10 years (renewable).
- Authorized to negotiation in contract issues and solve the problems if viable.
- Monitored the operational movement related to Aramco.
- Led a large team across all locations around Kingdom.
- Reviewed technical sheets of the products to ensure complying with standards.
- Attended meetings, conferences and prepare reports for the line manager.

Procurement officer at SAHAM Limited Company, Sept 2002-Feb 2007

As Part-time rules, my responsibilities were to maintain good relationships with suppliers and ensure the delivery time of spare parts. Tasked in preparing POs after assessing quality, prices and availability based on company standards.

Customer Accounts Officer at Abdul Latif Jameel (TOYOTA), Dec 2000-Oct 2002

I acted as an intermediary between the company and customers during the installment period and follow-up with clients to ensure after-sales services are done.

Generally

Apart from work, I love spending time with my family and friends. I try to spend my leisure time outdoors. Activities that I enjoy are swimming, walking, and boating. I tend to build a strong and long-lasting relationship with my fellow co-workers anywhere around the professional industry.