

Qassem Al Dar

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Education

2001 – KFUPM Dhahran, KSA - BS, Applied Mechanical Engineering

Professional Strengths

- Possess analytical and communication skills
- Ability to determine success and failure of commercial projects
- In-depth knowledge of contract negotiation, risk management, financial management, marketing management and employee management
- Ability to provide practical and legal guidelines
- In-depth knowledge of marketing strategies like product development and pricing
- Ability to develop innovative strategies to develop business prospect
- Ability to influence executives and business professionals

Experience

November 2018 – Present

Tamimi Energy

Dammam, KSA

Sr. Commercial Manager - GE Parts

- Reviewing the Customers' requisitions at the bidding stage for better risk assessment and controls
- Tracking the main deals with the vendor (Local Team, Europe and USA)
- Conducting periodic and occasional reviews to resolve disputed deals
- One of the key personnel in making the critical reports to the Senior Management
- Working effectively with the Senior Colleagues to enhance the overall performance
- Monitoring all the involved functions to expedite the closure of transactions
- Building the real team momentum aligning with the Company's goals and expectations
- Coaching some candidates to align the Company goals with careers streamline
- Working as Customers' interface in the critical matters

September 2017 – October 2018

Tamimi Energy

Khobar, KSA

Supply Chain Manager

- Worked in enhancement of procedures, processes and reporting
- Explored more sourcing options locally and globally
- Worked constantly for alternative solutions and options targeted clients satisfaction by getting better costing and delivery cycles
- In-charged of suppliers registration and qualifications
- Intervened with the other functions to expedite the processes and closures
- Handled several types of queries for Top Saudi Clients within the projects and services among all the companies under the group
- Led some major deals inclusive of the critical procurement milestone like:
-RFQs initiations and proposals submittals

- Technical bid opening and reviews
- Commercial bid opening and reviews
- Terms and conditions compliance
- Negotiations and closeout

March 2014 – October 2016

Al-Hoty - Sadara Project

Jubail, KSA

Procurement Manager – King Fahad Industrial Port & Sadara Main Site

- Team Leader handled the Port, Sasref and Package C&D requirements
- Involved in the major tasks between different parties at the site (Fluor as Main Contractor, Al Rushaid construction contractors, vendors and some internal departments in Project Management Teams)
- Purchased machinery, equipment, tools, parts, supplies and services necessary for the operation
- Analyzed pricing proposals, financial reports and other information to determine reasonable costing
- Monitored shipments to ensure to achieve the on-time delivery goal
- Prepared purchase orders, solicit bid proposals, and review requisitions for goods and services
- Purchased the highest quality products at the lowest possible price and in correct amounts
- Researched and evaluated suppliers based on price, quality, selection, service, support, availability, reliability, production and distribution capabilities, and the supplier's reputation and history
- Conferred with staff, users, and vendors to discuss defective or unacceptable goods or services and acted with the corrective actions
- Monitored and follow applicable laws and regulations
- Evaluated and monitor contract performance to ensure compliance with contractual obligations and to determine need for changes
- Hired, trained, and supervised purchasing clerks, buyers, and expeditors
- Studied sales records and inventory levels of current stock to develop strategic purchasing programs that facilitate employee access to supplies
- Led the vendors data books for the procured items (Spare Parts Data Packages)
- Tracked the resolutions of the defective supplied materials

November 2011 – November 2013
Commercial Operation Manager

GE Oil & Gas

Dhahran DTV, KSA

- Commercial Operations Manager for GE Oil & Gas in KSA, and a direct interface with the customers
- Managed jobs related to Core (Parts, Repairs, Installation and Field Services), through Local, the Region and/or HQ.
- Owned and controlled the transactional details related to all functions (project management, engineering, financial, commercial, sales, legal, partner, etc) to support strategy development and risk evaluation.
- Developed winning strategies to close profitable deals considering competitiveness and market intelligence for the Oil and Gas businesses for gas turbines, steam turbines, power islands and turnkey projects.
- Provided primary interface with counterparts in field sales on all transactions - studies, estimates and formal bids during opportunity development through the entire processes.
- Contributed quality initiatives within Inquiry to Order (ITO) phase to drive process rigor and improvements to with the overall processes.
- Was responsible for all aspects of service contract management including

- Proposals generations
- Risks management and mitigation
- Specification compliance
- Scope development
- Pricing and issues' resolution
- Drove the deal review process to ensure that all technical risk points, risk mitigation, and business risk acceptance levels are properly incorporated in the development of the scope, cost and proposal wording
- Developed appropriate Terms and Conditions for standard customer proposals based on risk / reward analysis
- Interacted with Customers to optimize field interventions, spare parts supply and repairs, utilizing the Company's tools and resources targeting Customers' satisfactions.
- Predicted and delivered Sales and profit for the jobs managed, for the periods concerned, taking into account that dynamics of Core jobs are very high and short cycles.
- Interacted with the Customers, together with the sales team for commercial support, and negotiations.

March 2008 – November 2011
Repair Commercial Manager

GE MEELSA /GEMTEC

Dammam, KSA

- Got business recognition from Corporate Audit Staff (CAS) with thanks from MENAT CEO
- Awarded for the performance recognition as External Focus.
- Handled the whole Saudi sub-region for the repair business.
- One of the key members in Nubaria Contract closure (the biggest 2010 agreement).
- Achieved the highest Sales in 2009 with closing Kureimat Contract Egypt for frame 9 FA repair.
- Awarded for outstand team work for the year of 2009.
- Led the repair commercial team with the biggest O&G account (Saudi Aramco), accomplishing customer satisfaction and resolving quality issues which resulted a growth.
- Improved the cash cycle for some of Aramco jobs by leading the ITO and OTR processes. This positively impacted the workload on the shop resources resulting more efficient work cycle.
- Supported other customers like Saudi Electricity Company, GCC, African, etc.
- Succeeded in pulling back died accounts, which contributed to our 2008 growth numbers.
- Contributed in the growth of the repair business, by generating the required offerings.
- Got familiarized with the Customer's buying behavior in regards to terms & conditions.
- Leveraged repairs experience to drive customer centricity, developing stronger ties & networking

February 2007 – February 2008
Purchasing Manager

Al Mutawa Son's Group

Sihat, KSA

- Led the purchasing of all the requirements for contracting and construction projects for all disciplines
- Supervised the communications, negotiations and finalizations of the agreements
- Conducted the evaluation of suppliers technical and commercial proposals of the major items
- Assisted the Accounting Team for the accounting and cash flows
- Handled some of the meetings for Royal Commission & Sabic
- Worked on several internal projects to improve and facilitate the processes (digitalization, documentations, requisitions flow, store, system reports and tracking, etc.)
- Acquired very good experiences about the market distribution and activities
- Achieved significant cost savings and exceed the goals expectations in many perspectives

May 2003 – January 2007
Commercial Support Manager

GE MEELSA

Dammam, KSA

- Assigned for commercial leadership to handle transactional activities, customers queries and all other opportunities through the phases of Inquiry to Order (ITO) and Order to Remit (OTR) in gas turbine parts repairs.
- Acquired good experience in the commercial processes and activities which included:
 1. Generating proposals
 2. Customers communications internally and externally
 3. Controlled commercial data forecast reports
 4. Handled financial receivable issues
 5. Handled customer meetings and conference calls
 6. Tracked jobs process at the shop and update customers periodically
- Attended **GE courses** (Presentation Skills, Influence and Negotiation Skills, Time Management & Writing Skills)
- Had **SIX SIGMA** sessions
- Performed other miscellaneous assignments
- Awarded for the outstanding performance for 3 years 2004, 2005 & 2006
- Had the highest sales in 2005 & 2006

August 2001-April 2003
Mechanical Planner- Production Department

GE MEELSA

Dammam, KSA

- Performed full arrangements for executing jobs as per **ISO9002** for gas turbine parts
- Was involved in resolving technical and engineering issues
- Acquired good background about the applications of welding & manufacturing processes
- Had trainings in **EHS** procedure
- Was as **lead men** in the incoming inspection area