

# Hamad Alsalem

## Industrial Engineering

To secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company

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📍 Saudi Arabia

## EDUCATION

### Bachelor of Industrial Engineering Science Morgan State University

*Graduated - 2019*

### Diploma of Programming Dammam Tech College

*Graduated - 2008*

## WORK EXPERIENCE

### Industrial Engineer Saleh & Abdulaziz Abahsain Co.Ltd

*01/2021 - Present*

#### *Achievements/Tasks*

- Develop new relationships in an effort to grow business and help the company expand
- Searching and contacting business partners for partnership and maintain existing business
- Think critically when planning to assure project success
- Lead the formulation of the Business Development strategy/scope for the group working with the corporate leadership and the general managers of the subsidiary companies
- Develop the current business development process to follow a structured transparent workflow that involves all stakeholders
- Manage the conduct of the required Feasibility Studies for the business development projects starting from the sourcing/qualifying specialized consultant, defining the contract scope ( technical – financial – Marketing ), project management/ contract admin of the study, presenting, and closing
- Assess new business opportunities and actively participate in national and international fairs and exhibitions

### Quality Assurance Analyst Technology Talent Network

*2019 - 2020*

#### *Achievements/Tasks*

- Participate in sprint planning for QA activities and provide estimate for testi
- Help troubleshoot & report technical issues
- Develop testing solutions, test plans that meet the needs of the projects; Creating and executing manual test scripts for agile projects

### Administrator Assistant King Fahad Causeway

*2009 - 2011*

### Customer Care Representative Zain

## SKILLS

Microsoft Office

Statistical Analysis

Manufacturing Process

AutoCAD

Product design

Six Sigma

Supply chain

Logistics

Business development

Product management

## PROJECTS

Designing and Evaluation of an Efficient Lab-scale Cooling System Using Solar Energy as Source of Power (08/2018 - 05/2019)

- Project description: Creating an ideal cooling system for the oysters once they are harvested is crucial not only in health but also in the business perspective. Thus, this research had four objectives, to begin with, which are:
  - 1) To design a lab-scale cooling system
  - 2) To fabricate the design
  - 3) To test the system with the different factors and lastly
  - 4) To analyze and evaluate the data gathered

## COURSES AND WORKSHOPS

ISO 9001 Foundation - Quality Certification

*Saudi Standards Metrology and Quality organization - 2020*

Master Microsoft Excel 2013

*Human Resources Development Fund - 2020*

Data analysis

*STC - 2020*

project Management professional (PMP)

*Human Resources Development Fund - 2020*

Instructional Technology

*Global Management Institute - 2016*

Supply Chain Management

*Professional Development Center - 2016*

Risk Management and Analysis

*Professional Development Center - 2016*

OSHA 10 hours

*OSHA academy Safety and Health Training - 2016*

## LANGUAGES

English

*Full Professional Proficiency*

Arabic

*Full Professional Proficiency*