

Contact

+966508045867 (Mobile)
aboooli02@hotmail.com

www.linkedin.com/in/hussen-akrikeesh-8028b760 (LinkedIn)

Top Skills

Payroll
Human Resources
Accounts Receivable

Languages

Arabic (Native or Bilingual)
English (Professional Working)

Certifications

IELTS Certificate
IFCE Certificate

Hussen Akrikeesh

CEO
Saudi Arabia

Summary

Hard working and proactive professional with a strong work ethic. More than 10 years of experience in Business Development & Operations. Demonstrated acute business with conceptual talent of seeing "the big picture". Works well independently as well as collaboratively in a team setting. Highly qualified for client interaction

Experience

Confidential
Chief Executive Officer
August 2021 - Present (7 months)

STS
Business Unit Head
January 2018 - July 2021 (3 years 7 months)
Al-Dammam Governorate, Saudi Arabia

Guide & supervise all sales, operation & procurement related matters. making & discussing about possible JV for the company's benefits. Recruiting and staffing within the department. Organizational departmental planning. Employee development, needs assessment and training.

Amec Foster Wheeler
Manager Business Development
October 2016 - October 2017 (1 year 1 month)
Saudi Arabia

Directed all sales and marketing activities along with JV for oil and gas industries within KSA & Bahrain.
Admin CRM user for both KSA & Bahrain
Managed big clients such as Aramco, SABIC and OTC project. Cash collection with complex projects.

KAEFER
Business Development Manager
June 2014 - September 2016 (2 years 4 months)

Jubail Industrial City

SWOT analysis & market share, Identifying the potential clients, Vendor registration, presentation, PQ & bidding process, tracking record, Job X & Kickoff meeting, final negotiation, new ventures.

After awarded, basic operation actions as well as keep in touch with client for feedback & performance. Support payment method.

Secured up to 5 years' projects specially maintenance.

Clients Handling:

ARAMCO, SABIC, SATORP, SASREF, YASREF, C-SHEM, MAADEN, SADARA, KJO, SIPCHEM, TASNEE, FARABI, MARAFIQ, SCECO, Advanced Petrochemical Co., SWCC and other major Oil & offshore companies and EPC Contractor in Middle East and Saudi Arabia.

Marsh & McLennan Companies

1 year 4 months

Business Development

July 2013 - May 2014 (11 months)

Khobar, Saudi Arabia

Introducing new clients and serving them after sales, such as(statements, collection, enrolments & claims).

Focusing on medium to large clients. Secured up to SAR 4 million premium.

Clients Supervisor

February 2013 - June 2013 (5 months)

Khobar, Saudi Arabia

GL claims with cash collection & some actions in business development.

AlManea Drugs Warehouse

Account Receivable & cash collection

September 2012 - January 2013 (5 months)

Al-Khobar Governorate, Saudi Arabia

Art & Foundation Organization

HR & Payroll

April 2007 - January 2009 (1 year 10 months)

Ad Dammām, Eastern, Saudi Arabia

Reported to General Manager.

Review & approve the timesheets for employees. Interview and hiring the right people. Managing & controlling the issues with governments, including GOSI.

Look after employee's complaints

Education

University of New England (AU)

Master's degree, Commerce · (2012 - 2012)

University of New England (AU)

Graduate diploma, Financial management · (2011 - 2011)

University of Tasmania

English Courses, IELTS · (2009 - 2010)

King Faisal University

Bachelor's degree · (2003 - 2007)