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*A competent result driven Electrical Engineering professional with about **29 years'** experience including about **27 years** international experience in **Saudi Arabia (about 24 years)** & **Libya (about 3years)**, mainly in areas of Projects business management (PMO) & construction of Oil & Petrochemical plants, utilities, procurement, and subcontracting business management.*

Career Profile

- PMO of EPC projects
- Excellent and long experience in business management & Business Mapping
- Demonstrated & Excellent management capability in projects tendering, budgeting, staffing and planning. Excellent and long experience in people management including well-qualified Projects and departments Managers.
- Demonstrated capability in benchmarking performance against global leaders in the Industry and excellent experience in P&L Management and Risk management
- Demonstrated high level of interpersonal skills and proven ability to effectively communicate (in both oral and in written form) with all levels of management, employees, customers, contractors and other stakeholders
- Ability to motivate, lead, manage change and work in a multidisciplinary and multi-functional team.
- Demonstrated analytical and organizational business skills.
- Proven ability in initiating effective cost management and cost analysis leading to increased productivity, efficient management of resources, and maximization of cost savings. Excellent sourcing & honest Negotiations skills
- Excellent experience in Recruitment of all categories.
- Excellent Experience in development of subcontracts scope and contracts management
- Recordable contribution in the strong development of JAL International Co. Ltd, PCMC & MACO.

Competency Profile

- Project management
- Influencing, Leadership & Conflict management
- Team building & collaboration, Motivating, Communication & developing others.
- Development of the business management plans & PEP for Projects.
- Business process mapping and process enhancement
- Preparation and review of the business plans and budgets.
- Capable of resolving all issues and overcoming any troubles may occur during the Projects execution.
- Manage and negotiate all the terms and conditions of the contract and disputes negotiation.
- Claims Managements
- Excellent knowledge and experience on procurement and subcontract agreements.
- Managing the complete tendering process up to successful award.
- Review all the QA/QC programs and Competency in handling the activities in Occupational Safety, Health & Environmental and familiar with Environment Health and Safety (EHS) procedures.
- Excellent knowledge and experience on Risk Management.
- Implementing various modifications and checkpoints to develop the most effective execution plan.
- Strong practical knowledge of project managements in all phases
- Strong knowledge of execution of the Electrical & Instruments activities and also good knowledge of, Mechanical, Civil and Security Systems work requirements.
- Coaching, Directing, leading & motivating workforce and imparting continuous on job training.

Professional Experience

1. **From March 2019 Till Date with Al-Manar Arabian Trading & Contracting Co.**

as follows:

March 2019 to December 2019 as General Manager- Industrial Projects-IPD (PMO)

(Reporting to the CEO and directly leading a senior management team composed of 8 Project Managers, 8 QA/QC Managers and 8 Safety Manager, projects support departments such as Cost control (11 Senior staff with their manager), Estimation department (7 senior staff with their manager) and Procurement (13 staff with their manager) .

My role is to directly manage the Industrial Projects Departments as a PMO, our industrial project includes:

- a) EPC Projects: Engineering, Procurement and construction which includes Civil, Mechanical and E&I.
- b) Estimation and Proposal for all the industrial projects
- c) Cost Control
- d) Procurement

AS General Manager- IPD currently handling the following EPC Projects:

1. SABIC General Construction Services (GCS) about 100M US\$ – 5 years contract
2. SADAF TRAVELING SCREENS REPLACEMENT about 11M US\$
3. ARAMCO JGP PROPANE LINE UPGRADE about 15M US\$
4. MARAFIQ NEW WASTEWATER PUMPING STATION WITH THE FORCE-MAIN about 41M US\$

From January 2020 till date till April 2021 Appointed as the whole company General Manager reporting to the ECO (owner) handling the whole company business including the following:

1. All projects (industrial, water, waste water, telecom, power & Buildings) including the tendering and business development.
2. Cost Control and P&L Management
3. Procurement
4. Finance
5. HRD
6. Operations

2. **From June 2014 March 2019**

Petroleum, Chemicals & Mining Co. Ltd (PCMC) subsidiary of Saudi Bin laden Group (SBG)

as Director Procurement & Subcontracting reporting directly to the deputy CEO and responsible to enhance the Procurement & Subcontracting performance and capabilities to handle the complete scope of works and to deliver the required service with the top quality, on time and within or lower than the targeted budget

- Directly leading the process of forming a strong Procurement & Subcontracting team to handle all the activities implementing the supply chain management.

Duties & Responsibilities:

- Managing and overseeing all activities pertaining to the Procurement and Subcontracting function to secure the required services in a very effective and timely manner.
- Develop and align functional strategy and objectives by participating in the development of business plans, feasibility studies, budgets and detailed project's procurement plans in accordance with companies overall business strategy and direction.
- Develop, monitor and implement departmental policies and procedures to introduce and maintain uniformity and standardization.
- Manage and monitor all companies' purchases, negotiate with vendors to ensure that the procurement of supplies and services is made within allocated budget and in compliance with authorized Purchase Requisitions/Orders.
- Manage purchase requisitions sent by all departments, assess and select best purchasing approach to be pursued (Cash Purchasing, RFQ, RFP, etc.) depending on the requested item/service nature, value and category in accordance with approved companies policies.
- Establish and manage an effective vendor's pre-qualification process for the enhancement of Approved Vendors List.

- Evaluate vendors' performance periodically and reflect the assessment results on the Approved Vendors List to ensure that purchases of material, services, etc. are done at the best prices, payment terms and quality available in the market.
- Prepare periodic performance reports showing progress against key performance indicators, and identification of KRA's.
- Manage and oversee purchasing analysis studies for future purchases of companies departments considering the consumption rate of purchases on an annual basis.
- Review all contract/ agreement provisions, and obtain the senior management approvals as applicable.
- Follow up and resolve discrepancies in invoices with concerned vendors and ensure maintenance of a comprehensive record system for vendors / contracts / agreements / Purchase Requisitions/ Purchase Orders and other pertaining documents.
- Manage allocated annual departmental budget by controlling expenditures, cost reduction initiatives and reporting variances in actual versus budgeted, to ensure effective cost management.
- Coaching, provide guidance and leadership to all departmental staff to achieve agreed upon targeted goals and objectives.
- Ensure effective talent management practice i.e. attracting, developing, rewarding and retaining high performance individuals by efficiently implementing companies approved HR policies and procedures
- Creating and monitoring the Risk Register

3. **From July 2011 to November 2012 and from April 15, 2013 till June 14, 2014**

Petroleum, Chemicals & Mining Co. Ltd (PCMC) subsidiary of Saudi Bin laden Group (SBG) Jubail Corporate E&I Manager

Reporting directly to PCMC SVP Technical Affairs and responsible to enhance the E&I capabilities to handle the complete scope of works including instruments calibration and electrical testing and commissioning and also continue providing technical support in electrical & Instrumentations activates in all the on-going projects :

- Directly leading the process of forming strong E&I team to handle all the activities
- Also responsible for taking part in the revision of all E&I Estimations and also responsible for the approval of any subcontracting request for Fire, Telecommunications, Cathodic Protection and HVAC activities.
Responsible for qualifying all E&I materials suppliers.
- Leading the finalization of all E&I requirements for the RO-4 project and assisting the project team for all the project management issues

4. **From November 2012 to April 2013 with Petroleum, Chemicals & Mining Co. Ltd (PCMC) subsidiary of Saudi Bin laden Group (SBG) Jubail, KSA working as Engineering Manager** for Marafiq SWRO-4 Project which EPC project for to produce 100,000 m³/day using Reverse Osmosis technology with about 380 Million SAR.

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5. **from July 1997 to June 2011 with JAL International Co. Ltd., Khobar, KSA**

General Manager- Industrial Projects-IPD (February 2010- June 2011) (PMO)

JAL International Co. Ltd

(Reporting to the President and directly leading a management team of 27) directly managing the Industrial Projects Department, our industrial project includes:

- *EPC Projects: Engineering, Procurement and construction which includes Civil, Mechanical and E&I.*
- *E&I Projects: Electrical, Instrumentation, Fire & Gas System, security systems, communications systems including all the mechanical work and civil work.*

General Manager- Projects & Estimation (March 2002- February 2010) (PMO)

JAL International Co. Ltd

(Reporting to the Chairman and directly leading a management team of 27) directly managing the following department:

- *Estimation Department*
- *Industrial Projects Department*
- *Procurement Department (from 2000 to 2008)*

Cover the duty of Engineering Manager for GSI EPC Contract for ANOX-20 (tin free) Plant & water recovery unit: I took the responsibility of the Engineering Manager for this project from December **2004 to April 2006** in addition to my prime responsibility.

Project Manager (February 1999- March 2002)

JAL International Co. Ltd

(Reported to the Company General Manager and directly leading a team of 483)

Project Engineer (July 1997- January 2000)

JAL International Co. Ltd

(Reported to the project Manager and directly leading a team of 183)

Job Profile:

As **General Manager- Industrial Projects-IPD**, having overall responsibility for all the mega EPC Projects with following defined **Key Result Areas-**

- Preparing the yearly business targets and managing the division budget based on the agreed Target.
- Reviewing annual resources planning and reconfirming budget for individual projects
- Conduct the interview for new employee at their home countries
- Analyzing the projects weekly status report and discuss the same with the concern project manager
- Following up with the support division to ensure on-time services for projects
- Responsible for the safety and quality of the projects
- Directly interacting with the client for proper communication and satisfaction measurement
- Handling all IPD employees issue
- Monitoring the execution cost as well as the revenue versus the business plan

As **General Manager- Projects & Estimation** was having overall responsibility both for the estimation section of the company as well as the execution of the industrial Projects with measurable **Key Performance Indices-**

- Prepared & managed the division budget.
- Reviewed all the tenders as well as the commercial and technical proposals
- Represented the company in all commercial negotiation meetings, finalized and signed the contract documents
- Managing all the projects division related activities
- Monitored the progress of projects and ensured their successful completion
- As in charge for the company procurements handled the procurement team
- Attended daily meetings and reviewed the weekly progress meetings.

As **Project Manager**, responsibilities included but was not limited to the following with **Key Performance Matrices-**

- Coordinated with the support divisions to facilitate all the project requirements.
- Supervised all projects technically and commercially as per scheduled plans.
- Handled cost estimation of the projects
- Mentored new team members, and provided orientation to equipment operators.
- Provided job planning, real time project status and spot technical solutions for problem events.
- Reviewed and approved the project execution plan, the mobilization plan, the QA/QC plan as well as the safety plan
- Monitored the project schedule progress and interfaced with the client
- Attended the project weekly meetings and monitored the daily progress and resources planning
- Coordinated all the project issues with client as well as with subcontractor
- Reviewed and submitted the monthly invoice, weekly QA/QC and Safety reports

As **Project Engineer**, supervised the site staff including the site engineers and supervisors with full responsibility for all site construction activities including the following key tasks-

- Reviewed the project drawings and handled the material take-off
- Coordinated movement of the resources within the project
- Assisted site engineers on all technical problems faced.
- Planned and reviewed the schedule with the planning engineer and finalized the same
- Attended the client weekly meeting along with project manager

Contributions:

- Introduced best practices in the operations and successfully met the stringent quality standards.
- Spearheaded planning and execution of work for all projects
- Instrumental in the efficient and effective use of resources

- Ensured that all the projects met the project deadline both in terms of time and money
- Achieved the business targets and exceeded top line growth by about 7%

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6. As Electrical Engineer, Aba Al Mustafa Inter. Ltd., El Bagier, Sudan (March 1995- February 1997)

Role: Assigned to the maintenance workshop in their manufacturing complex, containing the following manufacturing units- Soap Factories, Plastic & Tins gallon Factories, Carton Factory, Oil Mills, Oil Refinery, Peeler of Peanut, Cotton Gin, Complex Boilers & Power Generation Plant

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7. As Instrument / Electrical Engineer, Sadria Enterprises Co. Ltd., Bin Gahzi, Libya, (October 1994- February 1995)

Role: Assigned as total in charge of Murada Oil field for the Ionics water RO plant and handled the operations, maintenance and water quality check of the plant feeding the sweet water to the field facilities including the camp and the process plant.

Client: Sirt Oil Co.

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8. As Electrical Engineer, Nazir & Company (Pvt.) Ltd., Bin Gahzi, Libya (August 1993- September 1994)

Role: Assigned to Messla Project, and basically handled the electrification of water sources wells, and completed 159Kms of 11kV/33KV transmission lines with 4 substation covering two oil fields Nafoora & Messla

Client: Arabian Gulf Oil Co.

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9. As Trainee Electrical Engineer, Saqr Participatory- Construction & Maintenance, Libya, (August 1992- August 1993)

Role: working for building constructions and maintenance

Projects Management Experience & Business Development

- In my carrier since 1997 I was actively working in the PMO in all types of projects including EPC with reputable clients such as Saudi Aramco, SABIC, Petro Rabigh, SATORP, SADARA, TASNEE, Ma'aden, RC, Chevron, Marafiq, SEC, STC & NWC.
- I was deeply involved in the business development processes in close cooperation with business development team in preparation of the required presentations and demonstrating the capability of the organization to different clients.

Training

- Undergone Internal Audit Training on ISO 9001:2000 as well as ISO 9001:2008 together with Risk Management.
- Underwent user training on ERP (ACCPAC) including PJC & CRM modules
- Completed training modules on NEBOSH
- Attended HR Total Score Training on HRMS
- Underwent user training on ERP (JD Edward)
- Internal Training On Risk Management

Education

- Bachelors. Degree in Science- Electrical & Electronics Engineering (Power), College of Engineering, Al Fatih University (currently known as University of Tripoli), Tripoli, Libya, (1992)

Certifications & Memberships

- Lifetime rectified MPM member from AAPM (Based on Experience only)
- Member of Sudanese Engineering Council
- Member of Saudi Council of Engineers # 174127

Personal Details

- **Date of birth:** 5th March 1965
- **Languages Known:** English & Arabic
- **Computer proficiency:** Windows XP, MS (Word, Excel, Power Point, Projects) ERP (Accpac & JD Edward), PJC & CRM modules,
- **Driving License:** Holding valid Saudi & Sudanese LMV driving license
- **Nationality:** Sudanese
- **Saudi Transferable Iqama**
- **Notice Period:** Not Applicable

References

- Available upon request.