

# Abdulsalam Alghamdi

<https://www.linkedin.com/in/abdulsalam-alghamdi-26854a123>

Jubail, Eastern Province

(050) 131-8373

Akalgham@gmail.com

## CAREER OBJECTIVE

---

A highly motivated Business Development Executive who is passionate about applying skills in Oil & Energy Industry to solve problems and help organizations to achieve their engineering objectives of meeting community needs while enhancing my experience and knowledge in the field of engineering.

## EXPERIENCE

---

### Standard Arabia Inspection Co. Ltd

*Business Development Executive*

**Jubail, EASTERN PROVINCE**

*Dec 2020 - Present*

- Led, developed, and executed marketing strategies to generate new business worth over \$2.5M in incremental revenue.
- Analyse existing and potential markets to identify and secure business development opportunities.
- Coordinate with Business development Manager in problem solving, resourcing and budgeting activities.
- Develops project objectives by reviewing project proposals and plans and conferring with management.
- Prepared tender proposals and manage the tendering process.

### PING

*COOPERATIVE TRAINING As a Mechanical Design Engineer*

**Phoenix, AZ**

*Jan 2019 - Jan 2020*

- Worked with PING an American manufacturer of golf equipment to design a mobile driving range target to allow customers to compare different golf clubs.
- Planning and executing mechanical designs using CAD, CAM, and 3D CAD programs.
- Overseeing the development and manufacturing of physical prototypes for testing.
- Documenting the design process, iterations, and test analytics.

## EDUCATION

---

### ARIZONA STATE UNIVERSITY

*Bachelor of Science in Engineering Mechanical Engineering (Dec 2019)*

**Tempe, AZ**

## ADDITIONAL SKILLS

---

- CRM
- SAP
- RFP
- Technical Support
- Project Management
- Strong computer skills (MS Office)
- High frequency business trips for customers visit
- Excellent communication skills with a strong commercial ability

## CERTIFICATIONS

---

- ❖ OSHA GENERAL INDUSTRY - 30 Hrs Jan 2021 - Feb 2021 by IQ-OHS
- ❖ Project Management Professional Sept 2020 - Oct 2020 by Saudi Consulate of Engineers
- ❖ Project Financial Management July 2020 - Aug 2020 by Saudi Consulate of Engineers
- ❖ Fundamentals of Oil and Natural Gas Industry Nov 2020 - Dec 2020 by Saudi Consulate Engineer
- ❖ Member of The Saudi Council of Engineers

## LANGUAGES

---

- Fluent in English (Second Language)
- Arabic Native Speaker (First Language)