

MAJED ALHABARDI

Saudi ARABIA

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Status : Married

ABOUT ME

With 22years of experience ,in Chemical industry &Sourcing Material supply and Business Development linked to my experience and backgrounds in Oil and Gas & Petrochemical Industry , were I can execute a functional objective in Industrial Sector through action plan & and implements Objectives standardized methods with many years of work experience covering a broad range of activity , and ability to contribute with others to follow up and meet the goal & objective in industrial sector .

In addition I am Art Arabic Calligrapher & reading books in art Management and Traveling .

SKILLS

WORK

Chem industry
Sourcina & Dev
Business Planer
Oranization
Quality MGM



MAJED ALHABARDI

EXPERIENCE

(Sep 2018 – present)

Corporate Marketing Director Watania For Industries –Riyadh

Corporate Marketing Director for WFI Sector :

- lead and execute Of Marketing Export for new opportunity by opening new channel
- explore Distribution Agreement with Agencies on the targeted country's by preparing MOU .
- Open new Business Opportunity for WFI with to provide Packing Solution for our customer and process the prequalification with new Customer .
- communicate with Government Authority for export such as Saudi Export Authority& Saudi Custom and get there support programs
- Meet & Select Business related consultants
- Mange the customer relation for the new business opportunity
- Mange & process the customer Survey .
- Marketing research & Report .
- Attend & participate to Economical & Industrial Events
- dealing with Gov Agencies and process the prequalification with governmental Authority such SAGIA , SIDF , NDLIP , PIF . Saudi Export
- Developing the Digital Marketing for the WFI through Social media Approach .
- Mange & Process participation with selected Exhibition to be executed through Public Relation Dept .
- Manage Public relation Dept to increase publicity and update announcement through Social Media and other Public channels .

(Oct 2011 – Aug 2018)

Business Development Manager Saleh& Abdulaziz Abahsain –Chemical Division-Alkhubar

- Initiate Business Development Opportunity in Chemical industry
- Sourcing & Develop Chemical Agency & Agency Agreement and MOU.
- Prepare Business Development Plan .
- work with Management on Soda Ash Plant Project Development .
- Sourcing the required chemical RFQ and make sure to meet the RFQ Specification and the schedule time to meet the Target time.
- Request chemical company's for the Quotation and evaluate to select the best offer .
- Initiate contact with Major Key Account in Oil & Gas and Petrochemical
- Initiate Develop agency Agreement with the major Chemical Company players such as WeylChem Germany .
- Visiting Company in Europe & Asia and attending Chemical Events & Symposium and Exhibition .
- Managing meeting with Clients for Business Opportunity .

PERSONAL

COMMUNICATION

ORGANIZATION

TEAM PLAYER

CREATIVITY

SOCIAL



- Process Agency Registration in Saudi Aramco & Sabic & Other clients .
- asset the logistic process requirement for the import chemical permeant required from the Government Authority to get through online. And review the chemical HS code for the RFQ .
- to follow up with GOV official to process and request there support on the supply chain

(Sep 2008 –Sep 2011)

Business Development Manager

Zamil A. Holding –Dammam

- Initiate & manage the business development opportunity .
- Selecting top international firm for Business Association .
- Managing the Business Development Department .
- Identifying & Selecting new Technology to add new Products.
- Preparing business plan for demand Product development .
- Visiting Company in Europe & Asia and attending Events and Exhibition.
- I participate as Executive secretary of the board with Management for to initiate the governance manual for ZA Holding & organizational manual .
- process & request for quotation (RFQ) from Supplier and select the best offer
- Mange and to monitor inventory and meet the schedule from supplier .in ahead of time .

(Oct 2006 –Aug 2008)

Marketing & logistic Section Head

Farabi Petrochemical –AlJubail

- Process & Mange Marketing & Sales for LAB and N-Parafine .
- lead and guide the Marketing team to implements Targets .
- operate and mange internal land logistic with the local agency & transportation to supply our Clint on destination and Operate the logistic ocean logistic .
- Mange & supply the LAB through chemical Terminal King Fahad industrial Port for export
- visiting & meeting Customer user in KSA and Middle east .
- Supply the detergent industries with LAB in KSA and MENA Area such as P&G , Henkel , Unilever , MIC ,
- visiting and attending Chemical Events & Symposium and Exhibition .

(Sep2004 –Sep 2006)

Business Development Manager

Zamil Group Holding –Dammam

- Initiate Business opportunity that we can gain our revenue.
- Manage the international Meeting for the Business Developments with the major associated Company players
- Explore business opportunity for the chemical business .
- Business Opportunity to maximum returns on Investment.
- visiting and attending Commercial Events & Symposium and Exhibition

(Jan 1997 –Sep 2004)

Chemical Division Manager

Zamil Group Holding – Dammam

- Established Chemical Division policies in accordance to Management direction inline with Managing director and corporation charter.
- Manage the Sales & Marketing for the Bulk Chemical such as Soda Ash with Capacity of 80,000 MT / per year and other Product .
- Mange the logistic process to prepare the chemical permit and identify the

- Qty from Supplier and clear process to its reached to the W/H
- Manage and operates the Chemical Division Staff in daily Basis .
- Initiate Development agency Agreement with the major Chemical Company players such as Solvay for Soda Ash, Belgium and Tosoh for Zeolite , Japan .
- Reviewed activity reports and financial statements to determine progress and status in attaining objectives.
- create and establish new Business Opportunity to maximum returns on Investment , and to increase productivity
- Attending international exhibition and conferences .

EDUCATION

(1991 –1996)

BACHELOR OF Chemistry King Saud University

Skills

BRIEF SUMMARY OF KNOWLEDGE& EXPERIENCE

- I have good Information back ground of Petrochemical Industry in production process by the feed stock as down stream and intermediate chemical product required for the production as its classified for the basic product category such as : Olefin , Polymers & Plastic , Aromatics and there application .
- Full knowledge of the Market competition for the petrochemical &chemical industry and there structure in the GCC Market and the effect of the new changes with globalization .
- I have good experience in all Management functional level in the organization and there activity and how its process its mission to perform with the target required to be earn to there shareholder .
- Management technique & Tools , Management and how to be applied on the organization through Business Model process , Creative thinking witch will help to have successful organization .

FUNCTION Skills

Communication Skills and Public Relations

- formed a positive partnership with the company directors.
- Improved company image with unions, customers, employees.
- Effective communication skills, both written and verbal.

Management

- Supervised implementation of a new, more meaningful approach to strategic and operational planning that involved all employees.
- Capable of handling multiple projects concurrently.

Skills in chemical Business Developments

- involved in planning for international business visits to Major player in Petrochemical and chemical industry .
- Discussion & business negotiation with directors of Petrochemical company.

Skills in chemical logistic & chemical import

- to review the chemical specification and there type to apply for the chemical permit .
- negotiate supplier for the best offer and made contract .

- Prepare the require documents for the import such L/C , Type of fright - FOB / CIF / DDU

Business Development Management

- Able to develop and implement Business Development Commercial industrial product to be applied in oil & gas Industry or Manufacturing plant .
- Able to develop new ideas and processes. Capability to do SOWT analyses with resulting to KPI and KRA to implement them on The Strategic Plan .

MEMBERSHIP

- ❖ Member of Saudi Chemical Society
- ❖ Member of Saudi Management Association

LANGUAGE

English language fluently.

SEMINARS AND COURSES ATTENDED

As a Company representative, I had the opportunity of attending number of seminars, training programs and courses. Some of the courses added value to my career and knowledge and are worth mentioning, as given below.

-Bayer Focused Selling

ahrain

16 Hour

-Selling Skills course

Dammam

ACAD certified

-chemical Technical Training (DOW Corning)

Belgium & UK

2 Weeks

-Applied Hydrogenation Technology

Netherlands

16 Hour (The center for Professional Advanced certified)

-Strategic Thinking & Planning

UAE

Meiric Training & consultant

-NLP Diploma

INLPTA

-Project Risk Management

Riyadh

PMI-AGC

-Leader Ship Project Management
Dammam
Gateway

-Advanced TQM For Continues Improvement
Dubai
TUV Middle East

-Finance for Non Finance Managers
Dammam
Ernst & Yong