

Core Competencies

- ✦ Vision & Focus
- ✦ Strategic Planning
- ✦ SOPs Formation
- ✦ Leadership & Development
- ✦ Strong financial analytical and budgetary skills
- ✦ General Management
- ✦ Cashflow Management
- ✦ Budgeting & Projection
- ✦ Risk Assessments & Mitigation
- ✦ Operational Excellence
- ✦ Policy Formulation
- ✦ Operational & Financial KPIs
- ✦ Business Diversification
- ✦ Growth Management
- ✦ Cost Analysis, Reduction & Control
- ✦ Process Improvement
- ✦ Executive Advisory/Decision Support
- ✦ Conflict/Issue Resolution
- ✦ Client & Vendor Management
- ✦ Personnel Management & Training
- ✦ Negotiation and Deal Closing
- ✦ Stakeholder Relations
- ✦ Teamwork and Leadership
- ✦ Customer Service
- ✦ Microsoft Office
- ✦ Communication
- ✦ Teamwork
- ✦ Problem Solving
- ✦ Sales

Executive Summary

A seasoned management professional and resourceful trailblazer with a successful history of P&L leadership committed to propelling growth. Owning 12+ years of rich experience in business development, sales & operations management. Driving business strategy in the commercial, operational and customer focused areas within highly competitive, complex and dynamic environments – expertise includes:

- ⊕ Business Development
- ⊕ Relationship Management
- ⊕ SOP & KPI Formation
- ⊕ Market Research
- ⊕ Operational Excellence
- ⊕ Staff Development

- **Insight:** Established data-driven and highly-informed decision-making capabilities for capitalizing on unexplored and unexploited business opportunities which match company short- and long-term objectives.
- **Foresight:** Developed metrics (SOP & KPI) for the executive management team to gain foresight into market conditions and trends. Gifted with the vision, determination, and skills needed for high-level revenue-building strategies and tactics.
- **Understanding:** Made pioneering contributions in the areas of driving profitable business, building strategic relations with key decision-makers and senior executives, simultaneously providing strategic insight for opening doors to new opportunities.
- **Efficiency:** Maintained winning strategy throughout lifecycle of long-term through root-cause of issues, simplification processes and strategic operational direction.
- **Effectiveness:** Energized to develop original, cutting-edge strategies for seizing opportunities and sustain success under shifting global conditions and economic crises while ensuring a high-level of safety, security, and environmental accountability.
- **Leadership:** Earned reputation as a results-oriented & make it happen; leader accomplishing objectives by building high-performance teams & collaborate effectively internally and externally.

Professional Experience

Al Qaryan Metal Recycling Company, Dammam (Jun 2019- Present)

Deputy Operation Manager

Designation Chronology

- 2019 -2020: Deputy Operation Manager, Al Qaryan Metal Recycling Company, Dammam
- 2019 – Present: Heavy Machineries & Transportation Manager, Al Qaryan Metal Recycling Company

Accomplishments

- Handpicked to lead operation for 300 million worth of assets, +700 members of staff. Owned P&L responsibility & big picture strategy that builds businesses, drives missions, generates positive ROI and ensures continuous adherence to health and safety regulations, and Services Strategy.
- Contributed to streamlining stock control activities, perform periodic inventory checks, identify stock deficiencies and effectively communicate with stakeholders for changes in order processing.
- Brains and brawn behind driving continual/sustainable improvement philosophies, seamless inter/intra departmental coordination through a consistent exhibit and operational excellence reduce costs and propel productivity.
- Mobilized resources for the production team to ensure goods are manufactures based on client needs and market demands.

Responsibilities

- Establishing a vision, short & long-term strategy, business development plans and strategic direction that efficaciously repositions the Company for success, as well as implementing and fostering the Services Mindset in the company.
- Instrumental in enhancing company performance, augmenting business/ profits and surpassing expectations by leveraging the wealth of experience in P&L, budgeting, projection reviewing & strategic direction.
- Reengineered business processes, redesigned organizational structure where departments function independently, and instilled urgency for operational discipline by rigorously collaborating with internal divisions.
- Proffering visionary leadership in establishing a new hierarchy and transforming a family-oriented business into an institutional entity.
- Consensus builder: a highly networked professional with the ability to identify key decision-makers and build rapport with the staff to keep them motivated to align work culture with business objectives.

- Monitoring market and competitor activity, trends and demands, supporting aggressive business priorities, estimating budget requirements, containing costs and ensuring satisfactory deliverables, while encouraging and promoting a result- and customer oriented mind-set.
- Devising and deploying SOPs and performance KPIs (Incentive Points System). Providing intelligence, reporting and analysis on business results/ operations, identifying challenges and opportunities and making recommendations for delivering growth.

CleanAir Arabia – Industrial Emission Testing Company (2014-2019)

General Manager.

Accomplishments

- Played a vital role in establishing operations right from recruiting new employees, implementing company policies, identifying new business opportunities, handling budgets, and ensuring a high level of customer service.
- Contributed to rapid sustainable increases in revenues by ensuring adherence to HSE standards, minimizing risks, tracking market dynamics and developing innovative strategies for long-term/sustainable growth.

Responsibilities:

- Provided P&L leadership, developed synergetic relations with different sectors and devised a world-class service business model for a widely interconnected diverse/multi-cultural business industry.
- Established long-term strategies by streamlining business operations, timely scheduling, designed key performance targets/SOPs and empowering higher performance by recruiting talented staff and consolidating operational activities based on business mission, vision, and objectives.
- Served as a key resource in developing a relationship with high-profile customers, identifying new opportunities and translating customer requirements to current and future offerings. Collated periodic market data/ reports and presented them to the management for review and decision making.
- Natural ability for building new business and forging loyalty with clients, vendors and external business partners that meet the revenue goals and individual targets in advanced and mature markets.
- Entrusted with providing seasoned leadership and devising relations with customers, providing mega customized deals and with business solutions, significantly contributed to attaining the sales targets and improving revenues
- Offered strategic insights to support sales operations based on current market trends and revised service offerings to increase the quality of customer service that has a positive impact on the company's bottom line.

National Laboratory Company, Ma'amel (2011 -2014)

Business Development Manager

Accomplishments & Responsibilities:

- Played a vital role in starting a new division of trading. Designed the operational functions and spearheaded all key areas of the business spanning marketing, technical consultants, and admin teams.
- Recorded success in boosting sales and winning mega projects in addition to sourcing new customers that enabled the company to grow by 800% in manpower.
- Applauded by executives and awarded by the best employee and promoted to CleanAir Arabia.

Other Relevant Experiences

- Tutor, Professional Business Communication Skills, Arab Open University
- Business Development Coordinator, Arabian Environmental Science Company (Arenesco)
- Field Representative, SKY Telecommunication

Education and Training

Education

- **Master of Science** Risk Management, Middlesex University, London, United Kingdom 2010
- **Bachelor of Art (honors)**, International Business Management, Southampton Solent University, Southampton, United Kingdom 2009

Professional Development

- ILM Endorsed Win-Win Negotiation Skills
- ILM Endorsed Strategic Direction and Leadership
- Results-Based Leadership
- Personal Leadership Skills
- Mentoring

Personal Information

- Nationality: Saudi Arabian
- Date of Birth: 12 Sep 1984
- Languages: Arabic & English

References

- Available upon request