

CURRICULUM VITAE

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Objective:

To achieve long-term professional and personal career growth within a well reputable organization where I can capitalize on my interpersonal skills towards the qualitative enhancement of such organization.

Education:

- 1992-1995 ,High School Education from: **Khobar High School**
- 1995-2001, Bachelors in in Mechanical Engineering from **ARAB ACADEMY FOR SCIENCE AND TECHNOLOGY & MARITIME TRANSPORT"** in Alexandria-Egypt.

Trainings:

- General management
- Business Development
- Maximizing Profits
- Production Management
- Planning management
- Excellent Relationship with Customer and Company Stuff
- Budgeting
- Project Management
- Team Building – Leadership
- Customer Services

Experience:

2020 – till now : Saudi Multichem Company, Khobar - KSA.

Business Development Manager –

Project- New Business division.

- Establishing and develop strong funnel within the assigned Territory Customers by performing go to market Strategy.
- Register the company with most of key customer (All EPC, All Drilling company, SEC, Petro-Rabig, and generating Business from all this customer).
- Understanding, developing and growing the business in KSA – in all Region whereby monthly, quarterly and annual sales targets are achieved and exceeded.
- Strong Relationship skills that translate into identifying decision-makers, technical and business influencers within the Enterprise accounts.

- Manage named accounts, including forecasting, quota attainment, sales presentations, short term, mid-term, and long-term opportunity management.
- Maintain service level with clients that exceed their expectations.
- Maintain the existing customers and enhance the relationship with them, by providing excellent services.
- As my responsibilities include working to meet the demands of major companies operating in the field of oil, gas and petrochemical .
- Develop and manage the needed for all (Pipeline EPC + other accounts like SEC, SWCC, Petro-Rabig, drilling..ect.)company .
- Develop and manage the other account like (the drilling companies and companies operating in the field of maintenance and operation of equipment and drilling services along with trading company and EPC).
- As part of BDM requirement my task also contains find the right potential partner that can cover our customer need by contacting with international brands and try to bring them to Saudi market to submit full package of product and service where it meets our customer expectation.

Product and Service handled:

We are doing the following pre commissioning and commissioning activities.

1. Nitrogen purging
2. Helium leak detection and bolt tensioning
3. Pressure testing by water, dry air and nitrogen
4. Chemical Management: Permits, imports, storage and distribution/logistics
5. Chemical manufacturing and supply.
6. Chemical Transfer at site, loading and pumping
7. Propane delivery and loading
8. QA/QC services
9. Site equipment Chemical Storage Tanks, Trucks, Cranes, Compressors, driers, onsite nitrogen generation equipment, booster, chemical transfer and dosing skids.
10. Site manpower supply associated with the above services.
11. Project management of above services

2018 – 2020 : REDA HAZARD CONTROL, Khobar - KSA.

Sales Manager –
Oil & Gas Division.

- Establishing strong funnel within the assigned Territory Customers by performing go to market Strategy.
- Understanding, developing and growing the business in KSA - Eastern Region whereby monthly, quarterly and annual sales targets are achieved and exceeded.
- Strong Relationship skills that translate into identifying decision-makers, technical and business influencers within the Enterprise accounts.
- Manage named accounts, including forecasting, quota attainment, sales presentations, short term, mid-term, and long-term opportunity management.

- Maintain service level with clients that exceed their expectations.
- Maintain the existing customers and enhance the relationship with them, by providing excellent services.
- As my responsibilities include working to meet the demands of major companies operating in the field of oil, gas and petrochemical .
- Develop and manage the needed for all oil and gas company .
- Represent the biggest brands for safety and fire equipment like (MSA , Honeywell , 3M , Ansul , AMREX , AKRON , ELKHART , also to support all our facility who they mandatory and supply the skid fire extinguisher cabinet and more product .
- Develop and manage the other account like (the drilling companies and companies operating in the field of maintenance and operation of equipment and drilling services along with trading company and EPC).

2007 – 2018 : Smith International Gulf Services,LLC Khobar - KSA.

**Business Development Manager –
Industrial Gaskets Division.**

- Establishing strong funnel within the assigned Territory Customers by performing go to market Strategy.
- Understanding, developing and growing the business in KSA - Eastern Region whereby monthly, quarterly and annual sales targets are achieved and exceeded.
- Strong Relationship skills that translate into identifying decision-makers, technical and business influencers within the Enterprise accounts.
- Manage named accounts, including forecasting, quota attainment, sales presentations, short term, mid-term, and long-term opportunity management.
- Maintain service level with clients that exceed their expectations.
- Establishment and development of the Department of industrial gaskets including the production parts in the Kingdom of Saudi Arabia, and get all the necessary approval from this large companies account like Saudi Aramco, SABIC, SCECO, EPC company, Drilling contracting company ... etc.
- Maintain the existing customers and enhance the relationship with them, by providing excellent services.
- As my responsibilities include working to meet the demands of major companies operating in the field of oil, gas and petrochemical .
- Develop and manage the needed certificate for the business like(API, ARAMCO approval , SABIC Approval... ect.).
- Develop and manage the other account like (the drilling companies and companies operating in the field of maintenance and operation of equipment and drilling services.).

2005 – 2007 : Soroof International Khobar- KSA.

**Sales Manager-
General Trading Division, Al-Khobar, KSA.**

- Develop and maintain an account plan for each major client detailing their business needs and industrial objectives , helping us to grow our business in the account.
- Providing Regular communications with the team and also regular updates to management throughout the opportunity life cycle on weekly basis.
- Establishes productive, professional relationships with key personnel in assigned partner accounts.
- Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and partners' expectations.
- Engage with marketing team for quarterly plans related to assigned accounts.
- Build and manage a business pipeline to exceed Territory goals for revenue and product split Understands the applicable technology solution set in order to help lead a successful implementation.

2004 – 2005: Rezayat Trading Company Ltd – Khobar .

Senior Sales Engineer-

Commercial Division, Al-Khobar, KSA.

- Manage and following the major occur like (Aramco and Sabic).
- following up and find new opportunity from all industrial end user.
- Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and partners' expectations.
- Fulfill the requirments and meet the customer expectaions.

Product handled:

Aquatech – Ion Exchange & Water Treatment products / **Burton Corblin** – Oil free reciprocating gas compressors

Howden – Industrial Fans, Heat Exchangers, Dampers, etc.,

ISG – Process design, engineering & Supply equipments for Oil & Gas Industries

Cameron Willis – Control Chokes for production and injection

SES-ASA Protection – Engineering & Manufacturing Fire & Gas protection and Automation Systems

SPX Pneutic Products – Compressed Air and Gas Purification systems, Air & Gas Dryers, etc.,

2001 – 2004: Maher Mo. Al-Saeed group - Khobar

Project - Sales Engineer

- Develop and achieve the requirement for our customer including the full explanation of our product type and services.

- Open new channels or meet new customer and give full idea about our company and the different type of services we have.
- Handle big company's account like ARAMCO, SABIC and SCECO...ect.
- Send quotation for each product and follow up till get the order and invoice that order.

Skills:

- Excellent on **Photo Shop – coral draw – AutoCAD**
- Excellent **communication, negotiation** and **presentation** skills
- Excellent Computer skills (**Windows, Internet, MS Office**)
- Capability of following up with new technologies and products.

Personal Data:

- Nationality : Syrian
- Date of Birth : 21st March 1977.
- Marital Status : Married .
- Hobbies : Football, Swimming, reading .
- Languages : Arabic (Native), English (fluent)