

# Hamoud J. Al-Enezi, PhD



Kuwait

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Citizenship: Kuwaiti ▪ Marital Status: Married ▪ DOB: December 5<sup>th</sup>, 1970

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## Business Development, Operation & Petrochemical Marketing Director

International Markets ▪ PhD in Chemical Engineering ▪ Project Management

### Professional Summary:

- Entrepreneurial executive and engineering leader with 20+ years of delivering consistent business growth and operational success; proven ability to increase bottom-lines, hire and manage teams, and grow revenues using blend of technical background and business acumen.
- Analytical professional and influential presenter committed to continuously improving business operations and creating lasting relationships with senior executives, business leaders, clients, and team members from diverse backgrounds.
- Ethical and multi-lingual communicator with reputation for executing go-to market plans and building teams that produce results; track record of achievement mentoring junior staff members, developing future leaders, and sharing extensive petrochemical and polyethylene industry knowledge.
- Relocated in many countries such as ; Japan, Singapore, France, Germany, Netherland, Italy, UK, USA and Canada.  
Collaborated and worked with many corporations such as ; Toyo Engineering , Kobe Steel, Honeywell, IFP (Axens) , Snamprogetti, DOW, FLUOR , Stone and Webster.
- Leadership training program by Duke and Harvard.
- Representing the company in many Global Seminars and Events as well as keynote speaker and panels

### Areas of Expertise:

- Black Belt 6 Sigma Project Leader
- Operations Leadership
- Petrochemical Industry
- Strategic Business Planning
- Supplier & Customer Relations
- Revenue Growth
- Innovation & Creativity
- Plant Start-Up & Commissioning
- Operations Troubleshooting
- Business Requirements
- Sales Forecasting
- Enterprise Project Management
- Global Project Methodology
- Recruitment
- Cross-Team Collaboration

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## Notable Achievements

- Certified as Instructor, Test Constructor, Team Concept Instructor, and Process Engineer; earned Six Sigma Black Belt for Project Leadership. Developed Systematic Succession planning and Mentor Mentee programs
- Played key role in EQUATE Petrochemical Company's success by overseeing corporate events, corporate social responsibility (CSR) initiatives, and HR policy development.
- Enhanced overall operations at EQUATE Petrochemical Company by drafting training modules as well as operating and emergency procedures from scratch and gaining leadership buy-in.
- Spearheaded two major turnarounds in 2014 and 2016 for EQUATE Petrochemical Company; recorded zero EHS incidents while also saving 10% of TA costs and completing tasks ahead of scheduled start-up.
- Leading Plant Crisis during, War, Natural events, Union Crisis and plant troubleshooting
- Built professional reputation for ability to supercharge business development by optimising netback through improved customer selection across different global regions and negotiating more favourable terms.

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## Professional Experience

### **Global Business & Marketing Director** ▪ **May 2019 – March 2021**

EQUATE Petrochemical Company – Kuwait City, Kuwait

Hold bottom-line accountability for building and directing strategic plan for polyethylene engineering business. Coach and mentor team members by evaluating performance, providing professional development opportunities, and engaging with staff. Play key role during business planning at executive board level to ensure consistent and scalable growth. Lead efforts to forecast and manage sales volume, prices, and inventory.

#### **Key Achievements:**

- Forged iron-clad relationship with suppliers and customers by conducting on-site visits to ascertain maximum long term value and secure reasonable commercial agreements.
- Positioned EQUATE to achieve highest levels of customer satisfaction by building strategic partnerships, promoting customer centricity, and executing strategic plans.
- Leveraged entrepreneurial spirit to increase company revenue by 15% while also identifying cost savings without negatively impacting employee development.

### **Production Director - Polyethylene (PE) & Polypropylene (PP) Plant** ▪ **December 2012– May 2019**

EQUATE Petrochemical Company – Kuwait City, Kuwait

Orchestrated operations for \$1.25B in assets and manpower for plant that produces 1M tons of polyethylene and 150K tons of polypropylene annually including 20K tons of Butene-1 unit. Scope of responsibility included environmental health and safety (EHS) and budget management. Ensured timely completion of training program for staff. Oversaw day-to-day and long-term plant operations and production.

#### **Key Achievements:**

- Implemented various process improvements that cut maintenance costs and increased plant nameplate from 823 KTA to 1000 KTA with minimum spending.
- Boosted production by 25% without investment by successfully introducing condensing mode of operation.

### **Production Leader for Ethylbenzene Styrene Monomer (EBSM)** ▪ **April 2010 – November 2012**

EQUATE Petrochemical Company – Kuwait City, Kuwait

Led production operations for 450K annual tons of EBSM along with all aspects of hiring and training staff. Owned full accountability for managing plant assets worth \$500M and achieving annual production goals. Balanced and oversaw \$20M plant budget.

#### **Key Achievements:**

- Made critical contributions towards operational success by saving plant from several shutdowns and guiding succession planning for 48 team members.

### **Commissioning & Start-Up Leader, EBSM Project** ▪ **August 2006 – March 2010**

EQUATE Petrochemical Company – Kuwait City, Kuwait

Managed and executed project to commission and start-up unit. Established standard operating procedures for production and administrative duties. Co-ordinated training for operators and engineers.

#### **Key Achievements:**

- Applied commissioning and start-up subject matter expertise along with project management and communication skills to complete project on-time and under budget.

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## Additional Experience

**Manufacturing Rep, EBSM Project** ▪ **July 2003 – August 2006** | EQUATE Petrochemical Company – Kuwait City, Kuwait

**Operation Improvement Engineer PE** ▪ **November 2000 – June 2003** | EQUATE Petrochemical Company – Kuwait City, Kuwait

**Daily Production Engineer Butene-1 Unit** ▪ **January 1998 – November 2000** | EQUATE Petrochemical Company – Kuwait City, Kuwait

**Plant Trainer EQUATE, PP & PE** ▪ **May 1996 – January 1998** | EQUATE Petrochemical Company – Kuwait City, Kuwait

**Assistant Shift Supervisor for Urea Plant** ▪ **August 1994 – May 1996** | Petrochemical Industries Company – Kuwait

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## Education & Qualifications

**PhD in Chemical Engineering . 2021**

University Technology Malaysia – Johor Bahru, Malaysia

**M.Sc., Chemical Engineering, 2001**

Kuwait University – Kuwait City, Kuwait

**B.Sc., Chemical Engineering, 1994**

Kuwait University – Kuwait City, Kuwait