Results-oriented executive with 20+ years’ progressive experience in industry, leading business projects , strategic and tactical initiatives, Grass root projects, Expansions and Joint ventures, in Petrochemical and fertilizer sectors, generating millions of dollars in growth to top and bottom lines. Highly effective at leveraging strategic partnerships and negotiation skills to identify and secure new business opportunities.

**OBJECTIVE**

Having worked in the Industry for over three decades, I wish to use my experience in management , leadership and to be a Project Management consultant /trainer for empowering organizational resources ,also to contribute in knowledge development and innovation in quality process management where we can secure success and continual growth.

## ****Executive Leadership Competencies****

|  |  |  |
| --- | --- | --- |
| Team Leadership | Project Management | Training and development |
| Analytical & Problem Solving Skills | Managing Strategic Initiatives | Introducing ERP and managing the change |

**PROFESSIONAL HIGHLIGHTS**

* A qualified Project Management Professional and with 20+ years of experience in Project Management, Contract Administration, coordination and Operation Control- in Petro- chemicals /Fertilizer / Oil and Gas industries in Saudi Arabia .
* Clients/Companies Worked / Associated with: Saudi Arabian Basic Industries Corporation(SABIC)- Saudi Arabia and JAL International Saudi Arabia.
* Registered outstanding achievements for company’s Performance and business development.
* Effective communicator with excellent manpower-management skills and strong analytical, problem-solving & organizational abilities.

**EDUCATIONAL & PROFESSIONAL QUALIFICATIONS**

* Bachelor degree from King Abdu Al-Aziz University at Jeddah KSA - 1992.
* MBA Master in Business Administration, The University of Hull at UK.- 2003,
* PMP Project Management Professional (PMI,USA)- 2006 & Valid till 2016

**ORGANISATIONAL EXPERIENCE**

*The Career Path*

|  |  |  |
| --- | --- | --- |
| Feb 2016-Till date  | MEDIU –Shah Alam  | PhD Research Student |
| May 2009 – Mar 2015  | JAL International-KSA | Chief Operating Officer |
| 2004 to 2009 | SABIC - E&PM  | Project Section Head (Responsible for managing projects for 4 Sabic Affiliates ) |
| 2000 to 2004 | SAMAD,SABIC – KSA | Maintenance Asst Manager |
| *1992 to 2000* | SAMAD,SABIC - KSA  | Electrical Supervisor |
| *1981 to 1992* | SAMAD,SABIC - KSA  | Electrical Assistant Supervisor |
|  |  |  |

**KEY PERFORMANCE AREAS**

**CORPORATE MANAGEMENT AND BUSINESS DEVELOPMENT**

* Led and directed all divisions and instrumental in Business Development as President and Chief Operating Officer with accountability for identifying, evaluating, executing, and overseeing new and existing strategic partnerships, potential mergers and acquisitions, and opportunities to expand business.
* Extensively travelled overseas for business development and expansion,
* Represented company in World energy summits, Meetings and Global Seminars.
* Took initiative in **succession planning** and developed organisational growth plans.
* Participate in change management and introducing SAP to exiting organization as well as current organization.

**Total Quality Management Training**

* Responsible for Managing TQM development program for operation and technical teams.
* Responsible to deliver presentation and conduct training programs for all technical staff
* Participate in TQM audit as internal auditor and help operation and technical teams to comply and satisfy TQM Key requirements
* Providing guidance to teams of Managers and field in charge

# PROJECT & CONSTRUCTION MANAGEMENT In SABIC (Engineering &Project Management)

* Responsible for Managing US$ 300 Million SABIC/ Fertilizer projects.
* Responsible for project Coordination, with Consultants, Project and Maintenance teams
* Evaluation of projects and active involvement in project cost / benefit analyses & techno-commercial discussions including plant turnaround critical projects
* Active and productive participation in Project Review meetings for evaluating projects’ progress & debottlenecking; and obtaining final approvals from the top management.
* Develop in house training and deliver project management /planning and control skills programs for project teams including SAP Project system.
* Handling logistics and other works, coordinating with the vendors and ensuring compliance of the equipment/ materials received with the given specifications.

**PLANT MAINTENANCE IN SABIC ( Al Bayroni-Samad)**

* Responsible for Managing total Plant maintenance and team of over 75 employees
* Contribute in upgrading and improving existing units and critical power systems.
* Developed Electrical Maintenance Process, PM procedures, QA & QC documents for SAP implementation.
* Develop and conduct in house training for new systems specifically Hi voltage protection system and different industrial packages for operation and maintenance staff. Including SAP Plant Maintenance and Material Management.

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| --- | --- |
| **Personal Details :** |  |
| Year of Birth  | 1961 |
| Age | 55 |
| Residence Telephone | 009663349 6115 |
| Mobile  | 00966504903519 |
| Marital Status | Married |
| Children | 6 |
| **Passport details**  |
| Passport number P655114 |  |
| Date of issue 29-DEC-2014 |  |
| Date of expiry 04-NOV-2019 |  |

**AL-MOKHTAR MOHAMMAD AL-SHANQAITI**