

JOHN DOE, MBA

LinkedIn Profile

INTRO

Headline: **Seasoned Senior Executive Manager | Strategic Planner and Decision Maker | Concept-to-Execution Project Manager and Engineer**

Country/Region: **Saudi Arabia**

Zip Code: **12341 – 3616**

Location within this area: **Ar Rahmadiyah Ar Riyadh**

Contact info: **johndoe@gmail.com**

ABOUT

As a growth-driven, visionary, and passionate senior executive manager, I bring over 24 years of experience in project, program, and portfolio (P3) leadership, operations management, strategic business development, and business process improvement within public, private, and semi-private organizations; backed by an impressive record in providing framework for organizations to assess and benchmark their current performance and effectively develop innovative plans for improvement.

My career has been as a change agent, demonstrating strategic and tactical planning abilities in implementing forward-thinking ideas, concepts, programs, and organizational structuring that motivate highly successful teams, generate strong and sustainable profitability, and ensure achievement of company goals. I have also played an integral role in the negotiation and acquisition of deals, pricing, agreements, proposals, and strategic partnerships. With broad technical and business background, I have capably initiated project finance and privatization initiatives and transformations requiring comprehensive restructuring that included top-to-bottom operations redesign and repositioning of an entire workforce to successfully achieve profitability growth and bottom line.

WORK EXPERIENCE

Title: **Head, Environment**

Company: **ABC Company**

Location: **Riyadh, Saudi Arabia**

Start Date: **Aug 2020**

End Date: **Jul 2021**

Descriptions:

- Integral role in ushering the company's successful start-up and achieving significant revenue growth by cultivating strategic business partnerships and profitable relations with key players
- Acquisition of potential PPP business opportunities through frequent interaction with clients and promoters
- Significant influence and guidance in the privatization project competitions, from initiating to financial close, with the designated consortium partners
- Achievement of competitive tariff price and compliant bid proposal by creating strategic plan and leading the track bidding efforts
- Hands-on engagement in determining project requirements, identifying consortium partners, as well as in developing, proposing, and discussing project commercial structure with the partners
- Major contribution in securing signatures for collaboration agreements or MoUs from nine tier-one international enterprises during the company's startup phase, resulting in acquiring an appropriate international partner to invest in all fields of environmental projects; thus fostering sustainability
- Successful achievement of 50% of the SWPC privatization objectives by solving economies of scale issue related to the privatization of small STP by determining and proposing the appropriate technology at competitive prices
- Instrumental role in securing commitment from one of the Public Investment Fund (PIF) owned companies to enter into a JV agreement to implement the largest industrial park for waste management in the Middle East through the development of innovative proposal submitted to the concerned government company
- Strategic direction of key efforts to open the horizons for the company to invest in Qiddiya project

Title: **General Manager, Capital Projects Strategic Planning (CPSP)**

Company: **DEF Company**

Location: **Riyadh, Saudi Arabia**

Start Date: **Nov 2018**

End Date: **Nov 2019**

Descriptions:

- Driving force behind increasing the capital investment value by producing and maintaining methodology of P3 selection, identifying the works that offered the greatest value, and strategically allocating resources
- Excellent performance in reviewing capacity, exploring gaps in supplies, ensuring demands are met, performing work evaluation, conducting works' ranking, and completing reports on plans, performances, and achievements
- Effective mediation of the communication gap between internal and external stakeholders, identification of their diverse needs, and approval of tactical goals, baselines, and key performance indicators (KPIs)
- Key contributor in the successful achievement of company progression by identifying interfaces between corporate strategic planning and capital investment planning
- Successful cultivation of long-term corporate relations by developing stakeholder's identification and management plan, and analyzing existing stakeholders' needs, policies, and regulations associated to project portfolio planning
- Outstanding leadership to the development of capital investment management plan that ensured transparency, tracking, documentation, and responsibility definition in accordance with international practices in project portfolio management
- Employment of high level of competence in streamlining operations and improved decision making by assessing existing organization chart and developing detailed structure for CPSP General Department
- Accuracy in executing required extensive assessment and analysis of all related industry strategies and frameworks in accordance with target objectives and KPIs
- Commendable expertise in setting and implementing well-prepared operations manual as part of the developed CPSP Management Plan

Title: **Projects Director General, Masar | Interface Manager, ANM Consortium**

Company: **GHI Company**

Location: **Riyadh-Dammam, Saudi Arabia**

Start Date: **Jun 2014**

End Date: **Oct 2018**

Descriptions:

- Hands-on management of all interactions across multiple work streams for Masar projects and various project management teams while ensuring project completion within time and budget constraints to achieve Masar objectives
- Pivotal role in pre-award activities and partnerships to secure several investment opportunities for Masar, leading to the signing of four contracts and business sustainability during economic recession period
- Conceptualization and implementation of innovative external interface management plan and implementation strategy, including interface register, matrix, records, and procedures for ANM Consortium
- Establishment of an organized system, a cost-saving and efficient process of retrieving documents, which enabled 11 personnel to perform the job of more than 30 personnel using reliable communication tools and documentation
- Expert consultation and support during the contractor claims and defense, specifically in client negotiations, strong communication, and preparation of documentations to address contractual issues in a timely manner
- Attainment of the success criteria of all Masar projects within the agreed budget and timeframe through strategic planning and implementation of project delivery measurements
- Heavy engagement in the tactful development, negotiation, closing, and securing of overall terms and conditions of contracts' addendums
- Successful Initiation and closing of 896 interface management requests (IMRs) within Riyadh Metro Project including the following:
 - *58 interfaces with ongoing and future projects of third-parties that intersect with Riyadh Metro Line 3*
 - *179 requests from third parties on design and construction activities*
 - *Authorization of Traffic Police on 85 requests of Temporary Traffic Control Plan (TTCP)*
 - *35 service connections approval to temporary construction area*

Title: **Business Development Manager, Business Development**

Company: **JKL Company**

Location: **Riyadh, Saudi Arabia**

Start Date: **May 2012**

End Date: **May 2014**

Descriptions:

- Fostering a strong sense of teamwork and purpose among the Technical, Finance, and Legal teams, while working mainly on the finance aspects of the project such as preparing and submitting qualification documents and proposals
- Assurance of on-time competitive price submission in compliance with bid/proposal
- Demonstration of superior negotiation skills in reviewing EPC, O&M, and OEM term sheet and contracts as well as in negotiating the development of IPP's agreements: long term service, power purchase, shareholders, ancillary services, usufruct, escrow, novation agreements, and others
- Recording and submission of required information and data to supervisor for review in support of project bidding and winning the project until the finalization of establishing Special Purpose Vehicle (SPV)
- Key input in the evaluation of technologies in executing the project and assessment of project contractors, and O&M capabilities
- Creation of a comprehensive database, including service providers, capabilities, and relevant technologies
- Active engagement in various industry conferences, seminars, and conventions to promote the company services as well as to keep abreast of current developments and innovations in the industry
- Formation of productive relationships with service providers and other governmental agencies to ensure smooth and timely flow of business operations
- Sole accountability in creating the system for Business Development (BD) Cloud (Project Electronic Filing Folder)
- Strategic direction to the preparation and submission of Dairut Combined Cycle Project RFQ, which resulted to its qualifications for the ACWA Power Dairut Consortium
- Successful submission of ACWA Power proposal for three Aramco Cogeneration Projects
- Spearheading the proposal of RO plant expansion of Shuaibah Water and Electricity Company (SWEC) to establish new IWP

Title: **Deputy Project Director, Saudi Railways Organization**

Company: **MNO Company**

Location: **Jeddah, Saudi Arabia**

Start Date: **Jul 2011**

End Date: **Mar 2012**

Descriptions:

- Full responsibility in selecting a project manager and supporting project team staffing
- Assessment of project team performance; approval of project plan; and establishment of management reserves
- Application of solid skills in analyzing changes related to scope, timing, cost, and quality for approval
- Effectiveness in discussing sponsor's views on project progress and success factors to the Project Team and other stakeholders
- Facilitation of project status reviews and steering meetings; preparation of project performance evaluation report; and creation of project organization structure
- Expert management of interfaces with third parties
- Notable Achievements:
 - Achievement of a commendation for expertly managing the Haramain High Speed Railways (HHR) Project
 - Efficiency in singlehandedly preparing the project performance evaluation report and project organization structure
 - Strategic oversight to the development of a project risk register and project issues and resolution log

Title: **Senior Planning Specialist, Strategic Planning and Monitoring**

Company: **PQR Company**

Location: **Riyadh, Saudi Arabia**

Start Date: **May 2005**

End Date: **Jul 2011**

Descriptions:

- Thorough review and evaluation of product and business development project inception plan to develop a schematic layout focusing on key quantifiable parameters
- Formulation of annual business plan detailing scope of work and project profitability
- Conceptualization of strategic plans and definition of guidelines for studies, utilizing broad knowledge of subject area, research techniques, and regulatory limitations in collaboration with the Strategic Planning Committee
- Observation of business plan execution for various projects and programs to ensure timely completion of project within the allotted budget and guidelines
- Provision of hands-on assistance to project managers in terms of reference and visibility studies toward project success
- Establishment of project selection methodology and alternative evaluation for approval of short- and medium-term implementation plans
- Pioneered new process of initiating, approving, and monitoring projects through integration of statement of work and project charter to manage over implementation and execute ground for reporting
- Tactical leadership to the development of Red Sea Tourism strategy and action plan, including the strategic assessment, reorganization structure, and business plan which resulted to the creation of realistic project schedule
- Played a major role in SCTA Strategic Assessment and Business Plan (SCTA Delivers) which was awarded to PricewaterhouseCoopers
- Obtainment of the SCTA main objective to generate strategic assessment, organizational structure, and business plan

Title: **Project Manager, Projects Department | Principle Architectural Engineer, Engineering Department | Project Engineer, Corrosion Control Section | Senior Architecture Engineer, Study and Design Department**

Company: **STU Company**

Location: **Yanbu Industrial City, Saudi Arabia**

Start Date: **Dec 1996**

End Date: **May 2005**

Descriptions:

- Hands-on leadership of daily engineering work with a highest level of quality in each project phases
- Monitoring of strict compliance with Fire and Safety Code, ADA code, and organizational guidelines in preparing project proposal document, design programs, concept design, architectural specifications, and related execution drawings
- Execution of through assessments on designs and shop drawings to provide clear and direct comments in adherence to fire and safety code of National Fire Protection Association (NFPA)
- Analysis and preparation of workshop drawing and technical submittals of construction projects to ensure conformance to project specifications and scope
- Integral role as the liaison to contractors and sub-contractors to ensure smooth functionality of the project as per established plans
- Promotion from senior architecture engineer in Study and Design Department and worked up the hierarchy into a project manager role in the Projects Department in recognition for exceptional performance
- Acceptance of a commendation for successfully handling more than 1,000 engineering work requests (EWRs) which significantly improved stakeholder satisfaction
- Exception leadership qualifications shown instrumental in decreasing operational cost of the consultant by undertaking research in schools' shade structure rehabilitation and recommending rehabilitation methodology including quantities and cost estimation
- Development of an effective design program for development of Disabled Children Center while ensuring cost-effective and timely completion of the project
- Excellent negotiation skills on design contracts and implementation several cost-cutting initiatives to minimize cost and maximize corporate profitability

EDUCATION

School: **Prince Sultan University, College of Business Administration, Riyadh, Saudi Arabia**
Degree: **Master's Degree**
Field of Study: **Finance**

School: **Umm Al-Qura University, College of Engineering and Islamic Architecture, Saudi Arabia**
Degree: **Bachelor's Degree (Higher Diploma)**
Field of Study: **Architectural Engineering**
Activities and Societies: **Appreciation Certificate – The Saudi Umran Society**

School: **Al-Alamiah Institute for Computer and Technology, Riyadh, Saudi Arabia**
Degree: **Diploma**
Field of Study: **Applied Computer Systems**

LICENSES AND CERTIFICATIONS

Name: **Project Management Body of Knowledge 4th Edition**
Issuing Organization: **Simple Learn**
Issue Date: **2013**

Name: **Project Budget Preparation Skills**
Issuing Organization: **Oxford Management Center**
Issue Date: **2011**

Name: **Project Strategy and Strategic Planning**
Issuing Organization: **Oxford Management Center**
Issue Date: **2010**

Name: **Project Project Analysis – Tools and Techniques for Managing Risk**
Issuing Organization: **Oxford Management Center**
Issue Date: **2009**

Name: **Project Tourism GIS Database Training**
Issuing Organization: **Supreme Commission for Tourism and Antiquities**
Issue Date: **2008**

Name: **Project Managing Project Risk**
Issuing Organization: **Malaysian Institute for Management**
Issue Date: **2007**

Name: **Project Seminar on Tourism Sustainability and Local Agenda 21 in Tourism Destinations; Workshop on Sustainability Indicators for tourism Destination**
Issuing Organization: **Union World Tourism Organization (UNWTO)**
Issue Date: **2006**

Name: **Project Project Management and Feasibility Studies**
Issuing Organization: **The Arab Administrative Development Organization**
Issue Date: **2006**

Name: **Project Project Management Skills**
Issuing Organization: **The Institute of Banking**
Issue Date: **2006**

Name: **Project Mastering Microsoft Outlook 2003; Microsoft Project 2003 Advanced; Microsoft Operational User Support Advanced**
Issuing Organization: **Orbits Institute for Training**
Issue Date: **2005**

SKILLS

Project, Program, Portfolio Management (P3M)	Excellent Presentation & Negotiation Skills
Public-Private Partnerships (PPPs)	Earned Value Management (EVM)
Conflict and Issue Resolution	Microsoft Word
Risk Identification and Mitigation	Microsoft Excel
Project Selection Methodology	Microsoft Outlook
Interface Management	Microsoft PowerPoint
Organizational Structuring	AutoCAD
System Efficiency and Productivity Streamlining	Adobe Acrobat
Continuous Business Process Improvement	Adobe LiveCycle
Regulatory Compliance	Adobe Forms Central
Cross-functional Leadership & Collaboration	

PROJECTS

Project Name: **Design of Disabled Children Center (Net worth SR 4.5M)**

Associated with: **Project Manager at STU Company**

Project Name: **Girl's Primary School Expansion (Kindergarten) (Net worth SR 2M)**

Associated with: **Project Manager at STU Company**

Project Name: **Repair of Roofing System In Yanbu Al-Sinaiyah (Net worth SR 27M)**

Associated with: **Project Manager at STU Company**

Project Name: **Rehabilitation of School Shade Structures (Net worth SR 1.2M).**

Associated with: **Project Manager at STU Company**

Project Name: **A/E Services for Facilities Design Yanbu Industrial City (Net worth SR 22M)**

Associated with: **Project Manager at STU Company**

Project Name: **Rehabilitation Works at Yanbu Industrial College (Net worth SR 6.5M)**

Associated with: **Project Manager at STU Company**

Project Name: **A/E Service for Facilities Design Yanbu Industrial City (Net worth 15M)**

Associated with: **Project Manager at STU Company**

Project Name: **POM G-2422, Corrosion Repair & Protective Works Phase II (Net worth SR 25M)**

Associated with: **Project Manager at STU Company**

Project Name: **PIC B-1148, Rehabilitation of See water bump house SWPH, and substation 2B, SS-2B (Net worth SR 20M)**

Associated with: **Project Manager at STU Company**

Project Name: **POM B-2108, Rehabilitation of Al-Nawa Water Tank (Net worth SR 15M)**

Associated with: **Project Manager at STU Company**

HONORS AND AWARDS

Title: **Certificate of Appreciation (for providing exceptional planning service)**

Issuer: **President of the Board, Saudi Commission for Tourism and Antiquities, HRH Prince Sultan Bin Salman Bin Abdulaziz Al-Saud**

Title: **Appreciation Certificate (for outstanding performance as project manager in Project Department of Royal Commission/Yanbu Industrial City in Saudi Arabia)**

Issuer: **Dubiety Director General for Technical Affairs**

Title: **Appreciation Certificate (for outstanding performance as interface manager in Riyadh Metro Project)**

Issuer: **ArRiyadh New Mobility (ANM)**

Title: **Appreciation Letter (for leading interface effort in reducing the negative impact of Riyadh Metro Project on traffic)**

Issuer: **Riyadh Region Traffic Department**

Title: **Appreciation Letter (for excellent performance, well behavior and contributing value to the King Faisal Air Academy Project)**

Issuer: **Salini Impregilo S.P.A**

Title: **Plaque of Appreciation**

Issuer: **ANM Management in Riyadh Metro Project**

Title: **Appreciation Letter**

Issuer: **Manager of Architectural Drawing Department of Secondary Institute for Technical Inspectors/Taif in Saudi Arabia**

Title: **Plaque of Appreciation**

Issuer: **Project Haramain High-speed Railway (HHR) Project Team of Saudi Railways Organization in Jeddah, Saudi Arabia**

Title: **Appreciation Certificate**

Issuer: **The Saudi Umran Society through remarkable standing in Umm Alqura University**

ORGANIZATIONS

Name: **Saudi Council of Engineer**

Position Held: **Member**

Name: **Project Management Institute (PMI)**

Position Held: **Member**

Name: **SAVE International**

Position Held: **Associate Value Specialist**

LANGUAGES

English (Native or bilingual)

Arabic (Native or bilingual)