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**KHALIL**

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**CAREER OBJECTIVE**

Seeking a challenging opportunity to invest 25 years’ experience and expertise in Management, Business Development, Sales & Marketing with NOC's, IOC's, EPC's and service providers for the Oil/Gas and Petrochemical Sector in the Middle Eastern, European and North American markets; utilizing knowledge of Product Line and P&L coupled with an extensive business network to effect aggressive growth and recovery, boost market position and drive sustainable financial growth.

**EXECUTIVE SUMMARY**

* Customer-focused and committed to going the extra mile to exceed expectations
* Respected leader, building resourceful, cohesive teams committed to objectives
* Excellent communicator in 3 languages with international, multicultural exposure
* Sound decision-maker, balancing business and client needs to achieve targets
* Prioritizes astutely to achieve effective multitasking, works well under pressure
* Strategic thinker with strong analytical skills and methodical working practices
* Provides insightful business intelligence while proactively applying lessons learned
* Interacts confidently at all business levels, including executive clients and officials
* Innovative problem solver, applying experience and research to reach viable solutions
* Constantly strives for improvement of processes toward greater efficiency and value

**TECHNICAL EXPERTISE**

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| --- | --- | --- |
| LPG, LNG/ UPSTREAM BUSINESS/ WELL CONSTRUCTION | | |
| * Drilling | * Cased/Open Hole Logging | * Formation Evaluation |
| * Drilling Fluid Waste Management | * Down Hole Technology | * Completion & Casing |
| * Directional Drilling & Services | * Logging (LWD & MWD) | * Wirelines & Slicklines Services |
| * Simulation | * Fracturing & Perforating | * Thru & Coil Tubing |

**CAREER SUMMARY**

**Weatherford IEE SRL - Abu Dhabi, UAE *•*** *Sep 2010 - date*

*International Oil & Gas Service company covering the complete oil drilling and production process*

***Eastern Europe Regional Business Development Manager***

**Responsibilities**

* Leading and mentoring critical sales team of 15, focusing on revenue and profitability and leading the sales and marketing function, formulating policies and objectives
* Building on success to achieve growth potential across the region on all product lines according to targets and developing a sound, cost-effective annual services budget
* Analyzing client business operations and gaining further knowledge of the market in the region to identify opportunities and develop knowledgeable trusted relationships
* Product lines including - drilling services, casing systems, tool rental, tubular running services, intervention, cased and open-hole wire-line services, completion, perforation, cementing, and production.
* Monitoring down-hole conditions and pump performance to maximize reservoir potential, improve final reservoir recovery and extend equipment life.
* Implementing condition based maintenance to reduce costs by decreasing unscheduled outages, optimizing machine performance, and reducing repair and maintenance costs.

**Achievements – Achieved the Budgeted Revenue EBITDA**

* Met and exceeded sales plan annually since 2010 with typical goals of ~ US$130M
* Negotiated the extension of business transfer agreement for a further 2 years in 2013

**Weatherford Drilling International - Dubai, UAE *•*** *Jun 2006 - Sep 2010*

*Division of Weatherford International Ltd, leading land drilling contractor*

***Contracts, Commercial & Business Development Regional Manager – GCC & Black Sea Area***

* The position reports to the Middle East Vice President and responsibilities included: Technico-commercial Management of the area's operations to achieve business objectives for the regions: Black Sea Area & GCC-except Saudi Arabia.

**Projects**

* Fleet of 9 rigs with work load capacity of 100-200 MT in Romania and Bulgaria, and 450MT rig still operating at PETROM-OMV today. 5 year contract worth US$130M

**Achievements**

* Delivered strong sales and revenue increases, meeting and exceeding targets
* Committed to WDI sales strategy by making rigs operable in Eastern Europe, Oman, and Bahrain
* Ensured sustainable development, reinforcing market position and competitiveness
* Oversaw and improved regional performance of drilling and well-construction division
* Seized over 30% revenue growth and increased EBIDTA from 8% to 26%

**Setegi Thermax Systems - Abu Dhabi, UAE *•*** *Dec 2003 - May 2006*

*Canadian supplier of equipment and engineering services to the Oil & Gas sector*

***General Manager - GCC Region***

**Projects**

* Interquesa project - East Area (Dragados-SNC Lavalin project) - Design and consultation on gas installation involving high capacity burners, preparing technical documentation, supervising construction and erection
* District Cooling Cogeneration Plant (Andritz projects) - US$150M - Design and installation of pressure equipment such as: 60M btu/hr line burners; oven and furnace, immersion and radiant tube burners; shut-off and control valves; pressure vessels and heat treating

**Achievements**

* Adopted an open-door management policy with proper hierarchy command systems
* Managed large sales volumes from various national oil & gas organizations in GCC and UAE
* Promoting and marketing the entire company range including: christmas tree/wellhead equipment, down-hole equipment, surveys and condition monitoring, drilling pipes, equipment, fluids, products & services, completion, oil well equipment & services, wireline services, and work-over equipment, as well as gas heating solutions turn-key projects.chieved challenging milestones requiring dynamic decision-making and risk assessment
* Undertook special planning such as CPM, contingency, acceleration and justification
* Devised provisional budget and managed engineering procurement & construction (EPC)

**Gulf Industrial Services Company (GISCO) - Abu Dhabi, UAE*•*** *Apr 1999 - Nov 2003*

*Leading electro-mechanical, fire & security contractors within the Oil & Gas Sector, part of Bin Hamoodh Group working with Weatherford on joint-venture in UAE*

***Mechanical Department Manager/General Manager in Charge***

**Projects**

* All electrical works for Al Taweela A1 50MD/day Desalination Plant - Client: Total Gulf Tractebel, sub-contracting for Sidem France
* Adnoc Distribution: Cargo Area at Abu Dhabi International Airport refueling facilities.
* District cooling scheme 4, phases 1 and 2 - Client: TABREED
* Engineering, procurement and construction for the fuel complex at Al Dafra Air Base for the Directorate of Military Works (DMW)
* Rehabilitation of turn-key project for Adnoc Fod Lube and blending factory

**Achievements**

* Built and maintained solid productive client relationships on strategic and tactical levels.
* Established task forces for Engineering, Procurement Construction & Commissioning
* Managed procurement, installation and commissioning of mechanical & electrical equipment
* Researched market to prospect for potential accounts and expand market intelligence
* Prepared annual acquisition plan for the maintenance department to ensure timely initiation and implementation of contract requests
* Coordinated contracts renewal and award for support services with commercial division.
* Responsible for EPC on fuel complex project, executed within deadline and budget
* Tracked and controlled Al Taweela project to avoid cost over-run

**KEO Consulting Office - Kuwait/JV Metlcaf & Eddy - Boston, USA*•*** *Jan 1995 to Dec 1998*

*Global provider of total professional consulting solutions on planning, architectural design, civil engineering, sustainability and project management in the construction industry*

***Resident Engineer/Mechanical Contracts Manager***

**Projects**

* Planned, designed and constructed Abu Dhabi and Western region sewerage projects; waste water facilities for rural communities including collection and effluent irrigation systems - US$250M

**Responsibilities**

* Maintained in-depth awareness of existing and future project parameters, appraising key clients on a regular basis of full repertoire of company designs and requirements
* Provided technical and commercial design input, improving quality and competitiveness

**Sahari Mechanical & Electrical Enterprises (SMEE) - Abu Dhabi, UAE*****•*** *Jul 1988 to Jun 1992*

*Largest electromechanical turn-key contractor within Sahari construction group based in the Gulf*

***Electro Mechanical Department Manager***

**Projects**

* Successfully completed hundreds of residential, commercial and industrial LPG projects
* Developed 10 natural gas systems including reducing and metering stations and pipelines

**Responsibilities**

* Oversaw all Mechanical, Electrical and Plumbing (MEP) projects including HVAC plumbing, firefighting, water supply & filtration, pioneering LPG central systems and domestic gas distribution
* Worked on high priority projects such as turn-key operations, royal palaces, high rise buildings, international hotels, hospitals and process installations.

**EDUCATION**

**MBA Executive Management - 1993**

Ashland University, Ohio, USA

**MSc Mechanical Engineering Technology - 1987**

Gheorghe Asachi University, Romania

**BSc Mechanical Engineering - 1986**

Gheorghe Asachi University, Romania

**PROFESSIONAL DEVELOPMENT**

* **2011 - Environmental Induction** *- Weatherford In-house certification*
* **2011 - Code of Business Conduct** *- Weatherford In-house certification*
* **2010 - International Bribery & Corruption** *- Weatherford In-house certification*
* **2010 - Essentials for Enterprise Excellence** *- Weatherford In-house certification*
* **2010 - Health and Safety Induction** *- Weatherford In-house certification*
* **1993 - CIRM: Integrated Resources Management** *- Ashland University, Ohio*
* **1991 - Finite Element Method** - *Faculty of Engineering, Monash University, Australia*

**WORKSHOPS & SEMINARS**

**Attended**

* **Well Construction *-*** Landing the casing and completion at target depth and saving cost and time with no damage to well bore by using unique Turbo Caser and Turbo Runner tools

*Deep Casing Tools - Abu Dhabi, UAE*

**Presented**

* **The Fuel of the Future -** Workshop & seminar on the use of LNG as the only non-corrosive and environmentally friendly energy source in UAE.

*OTC Exhibition & Conference - Houston, Texas. Published: The Oil & Gas Investor - Jun 2006*

**PROFESSIONAL MEMBERSHIPS**

* SPE - Society of Petroleum Engineers
* Association of Professional Engineers of Canada
* Romanian Society of Mechanical Engineers
* Quebec Combustion Association
* Engineers World - Europe & Middle East

**FURTHER SKILLS**

* **Languages:** ***Fluent in English, Arabic and Romanian with intermediate French***
* **IT:** MS Word, Excel and PowerPoint