**MR. ISMAEL**



**CONTACT INFORMATION**

Date of birth: 07-11-1985

C/o- +971505891826

[Ismael.343379@2freemail.com](mailto:Ismael.343379@2freemail.com)

**PROFILE**

A hard working, adaptable and articulate project manager with vast credible experience and demonstrated career progression. Possessing a track record of proposing multiple potential solutions for complex or new problems and not afraid to make objective recommendations as to which direction should be taken. Able to work well with others and lead a team, not afraid to challenge the status quo where appropriate and drive the decision making process. Now looking to join a company that is keen to recruit a talented International Project Manager to work on challenging and interesting projects.

**LANGUAGES**

* English Fluent, French native, Spanish native, Germanworking proficiency 1989/2016

**WORK EXPERIENCE**

**PROJECTS&DESIGNS**(Local company providing business development in UAE)

Doha, Qatar. 01/ 2015 –01/2017

**INTERNATIONAL PROJECT MANAGER AND BUSINESS DEVELOPER**

* Accountable for managing the delivery of critical projects, and for providing managerial support for all the projects conducted by the company.
* Responsible for providing monthly financial and technical updates of any known issues/risks through SAP, PMO, CRM, SalesForce, ERP, APO, Ms Project and Agile Project Management.
* **Project Manager and business developer, designing, and ensuring Mall projectin Doha, Qatar for FIFA 2022 World Cup. Budget: Over $100,000,000 Millions:**
* Directing and scheduling with direct contact with the client **Al-Thani Royal Family.**
* Interacting with the client both face-to-face and on the phone to secure deals.
* Managing staff to hit targets and bringing in enough revenue for the company.
* Meticulously led the execution of the budget development project by utilizing various financial and project management systems by assisting thefield office in working with local banks.
* Completing the training of new staff to help them understand the company's work ethic.
* Professional contract specialist management, delivery, fundamentals of business law and local laws in Qatar including corporate policies and procedures with the possible construction companies:**Ecisa Harinsa**, **Leighton Habtoor Group**and **FCC**.Direct negotiations with Executive Area Managers.
* **Project Manager and business developer, financial studies,setting Spanish brand expansion for Angel Schlesser fashion company in Doha, Qatar and Dubai. Budget $8,000,000 Millions:**
* Effectively handled the documentation of field purchase orders and subcontract procurement’s, delegations of authority and project leases using a complex spreadsheet, which significantly escalated turnaround time and improved document processing and tracking of activities.
* Proactively liaised between headquarters and field team on financial and contractual matters, resulting inconsistent compliance with donor rules and regulations.
* Ensure compliance with deadlines and associated documentation and deliveries to different projects managing and designing Digital Marketing.
* **Project Manager and business developer, marketing, financial studies,setting Spanish brand expansion for Magerit Joyas in Doha, Qatar and Dubai. Budget $8,000,000 Millions:**
* Played a pivotal role inprojects as marketing investment strategies.
* Design and manage the scope for the project to be performed in the best time and with less costs.
* Maintaining and completing project Key Performance Indicators.
* **Project Manager and business developer setting brand expansion for Zenattitude Luxury Spa in Rabat, Morocco, Qatar and Dubai. Budget $2,000,000 Millions:**
* Reviewing and scheduling with direct contact with the client**, Royal family of Morocco.**
* Identifying costs and processing any contract variations. Provide excellent customer service.

**ENGEL&VÖLKERS**(International company providing services in Luxury Asset Investments)

Madrid, Hong Kong. 01/2014 – 12/2014

**INTERNATIONAL PROJECT MANAGER -CONSULTANT**

* **Managed projects with budgets of £6M+ with full responsibility for Chris Liem, Owner and Principal of Engel&Völkers Hong Kong and for Judy Fong, Chief Executive Officer of The Republic of Gambia:**
* Able to negotiate delicate matters with passionate stakeholders who have extremely high expectations and handling and solving problems in IT consultancy.
* Managing large IT projects and service propositions across their whole lifecycle and within a technically complex environment.Assisting in the recruitment, training and development of staff.
* Ensuring that activities on assigned projects are coordinated with related projects and functional activities so that delays are avoided through SAP, PMO, CRM, SalesForce, and MS Project.
* Trainings and courses, acquiring experience with formal project methodologies as Prince2, APM.
* **Received award as Best Company Manager** and **Certificate Luxury Real Estate Consultant.**
* Acting as an ambassador of the company for business at all times and tailoring any communication.
* Directing product service development and identifying prospective clients to contact them directly.

**ACOES, S.L.** (Architecture and Business Development Company)

Madrid, Berlin,Brussels. 09/2012 – 12/2013

**KEY ACCOUNTPROJECT MANAGER**

* **Project Manager in developing Hotel for Spanish company Gat Room in collaboration with Arquid,S.L part of Group IPS in Belgium. Budget $30M:**
* Generated $250,000 savings by cutting unnecessary expenditure through Six Sigma.
* Coordination of activities in order to maximize commercial profitability and digital marketing
* User ofadministrative systems that improves documents management and retrieval through SAP, PMO, CRM, SalesForce and directed courses from scratch for 10 new project staff members.
* Gained excellent communication skills, in addition to being able to present information effectively.

**SANON ASESORES, S.L**(Consulting firm specialized in financial advisoryServices)

Madrid, Spain.09/2010 - 04/2012

**PROJECT MANAGER-COSULTANT**

* Directingclient’s issues related to projects, setting project budgets and monitoring burn rates.
* Identifying key project risks and managing them to resolution or escalating them accordingly.
* Management in critical trade-off decisions between investments and clients benefits.
* Collecting, defining and documenting business through SAP, PMO, CRM, and SalesForce.

**MUSÉE NATIONAL PICASSO**(Public Institution in Art Business)

10/2009- 08/2010 Paris, France

**PROJECT MANAGER**

* Directing technical studies for local clients using codes and regulating general information.
* Prepare documents to understand, managing and schedule projects and secure deadlines.
* Management controlling cost estimates and documents to help clients throughCRM, SalesForce.

**ACADEMIC QUALIFICATIONS**

Autonomous University of Madrid **MS.International Relations and Economics** 2012– 2014 **Specialty Europe-USA-Middle East**

European University of Madrid **MS.Architecture. Project Management** 2006 - 2013

Bauhaus-Universität Weimar **MS.Civil Engineering** 2008 - 2009

University San Pablo Ceu Madrid **BS.Architect. Design and Art** 2004 - 2006Liçeé Français de Madrid **Sciences Baccalaureate. High School** 1989 - 2004

**SKILLS**

* SAP, SAP BI, SAP WH, SalesForce, ERP, APO, PMO, CRM, MS Project Management, Kanban, Scrum, @Risk, Six Sigma, Agile Project Management.
* Excel, PowerPoint, Microsoft Access 2013, Microsoft Office, Corel Photo-Paint, AutoCAD, Windows 10, Mac OSX, Acrobat Adobe, Adobe Programs.