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| **Emad****Emad.366512@2freemail.com**Service & Purchasing Equipment and Sales.**Location Preference:** Construction Equipment and Automotive |
|  | Executive Profile* Gained nearly 23 years of experience in techno-commercial operations for generating sales and purchasing equipment with excellence in project management & after-sales service management
* Excellence in implementing unified processes and initiatives that improve cost, quality, delivery, and service criteria and foster long-term collaborative relationships with the vendors
* Expertise in negotiating pricing, terms & conditions and agreements with several industry leaders for procurement of material
* Directed cross-functional teams using interactive and motivational leadership; acknowledged for recruiting and mentoring leaders with an equal desire to win
* Skilled in deploying annual sales plans, programs & policies for company; backing all cross-company sales objectives like budget preparation and forecasting; directed the launch of new products including major re-pricing / repositioning exercises, positioning and key account management
* High integrity & energetic leader with proven skills in quality assurance and product development to deliver quality services to clients

Education & Credentials* Master Degree in Industrial Manufacturing System Engineering from University of Windsor in 2013 with 3.5% GPA
* Bachelor degree in Mechanical Engineering from Far Eastern University Accredited By (World Education Services), Canada in 1990 with 3.0% GPA
 | Key Impact Areas

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| Strategic Planning |  |
| Purchase Management |  |
| Budgeting & Cost Control |  |
| Revenue Management  |  |
| Techno-commercial Operations |  |
| Market Research  |  |
| Inventory Management  |  |
| Client Relationship Management |  |
| Team Building  |  |

Key Skills

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| Communicator  |  |
| Motivator  |  |
| Innovator  |  |
| Analytical  |  |
| Collaborator  |  |
| Team leader |  |
| Mentoring skills |  |

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|   Career Timeline**National Industrial Gas Plants, Qatar****Kharafi National, Kuwait****Chrysler Dealership, Canada** **KIMMCO Insulating Material Manufacturing Company, Kuwait**Feb’91 – Mar’94Apr’94 – Dec’05**Kharafi National, UAE****Family Food Tradition, (Green Giant), Canada**Feb’06- Apr’07Jun’07- Aug’10Feb’14 – Aug’15Sep’10 – Mar’12 |
|  | Professional Experience**National Industrial Gas Plants, Qatar as Project Development Manager Feb’14 – Aug’15****Key Result Areas:*** Identified & acquired new and competitive accounts with emphasis on gases business, product supply agreements and safety supplies
* Liaised with Top management for evolving strategic vision, driving change, infusing new ideas and taking product business performance and productivity to the next level
* Conceptualized & implemented competitive strategies for generating sales, developing as well as expanding market share towards the achievement of revenue & profitability targets
* Conducted market research on products, markets and competitors; submitted detailed reports basis analyses of complex data and numbers
* Developing project baselines; monitoring & controlling projects with respect to cost, resource deployment, time over-runs and quality compliance to ensure satisfactory execution/delivery of the same

**Highlights:*** Managing approximately 40 Customers in various industrial sectors like Steel, Oil & Gas, Clinics and Hospitals
* Contributed data for the creation of a market penetration plan of a product that now earns revenues of more than QR 10,000,000 / US$ 2,750,000.000 per year
* Worked with the group marketing team to develop marketing campaigns to support sales strategy; generated new business worth QR 20,000,000 and raised awareness of other company products
* Developed the current prospect database of 100 clients within specified business sectors to generate effective leads & exceeded sales targets for the business by 50%

**Kharafi National, UAE as Equipment Workshop Manager Sep’10 – Mar’12****Key Result Areas:*** Conducted quality performance reviews with senior management and ensured alignment & prioritization of plant’s wide improvement activities and initiatives
* Provided various Equipment/ Vehicles to H-5 Gas processing plant (Habshan)
* Ensured servicing/ Parts/ repair functions are being implemented by using Enterprise Resource Planning (ERP) as per defined policies and procedures
* Worked with external data suppliers to ensure data accuracy and integrity; ensured that the methods of data collection were effective and accurate
* Established and maintained alliances and strategic relationships growth of the business

**Chrysler Dealership, Canada as Sales Service Asst. Manager Jun’07- Aug’10****Key Result Areas:*** Evaluated service operations to minimize Service Bottlenecks according to policies, regulations and procedures
* Improved customer satisfaction for Sales & Service and promoted repeat sales to enhance Brand Image
* Conducted market research on products, markets and competitors; submitted detailed reports basis analyses of complex data and numbers

**Family Food Tradition, (Green Giant), Canada as Quality Engineer Feb’06- Apr’07****Key Result Areas:*** Inspected and controlled food quality according to specifications and ensured sanitation and cleanliness

**Kharafi National, Kuwait as Equipment Unit Head (UAE, Qatar & Egypt) Apr’94 – Dec’05****Key Result Areas:*** Improved company systems and participated in Maximo/ ISO9001: 2008
* Supplied various Equipment for Oil and Gas, Construction key clients like Kellogg Brown & Root, Bechtel, Foster Wheeler, Parsons, Costain and Fluor International according to client requirements
* Worked in different locations like KOC Kuwait, Ras Laffan Qatar, Egypt Gas, Southern Oil Company Iraq, Power Plant Dubai and HSE Procedure
* Managed refurbishment, assembly & test of equipment/ vehicles according to company & client requirements
* Studied Provision of Warranties, performed Market Analysis and compared durability of company's products with the competitor’s product improvement and pricing

**KIMMCO Insulating Material Manufacturing Company, Kuwait as Mechanical Engineer Feb’91 – Mar’94****Key Result Areas:*** Maintained production of Glass Wool Line
* Performed inspections and maintained machinery to ensure availability and functionality of equipment
* Provided and performed Technical Support & Root Cause Analysis for plant problems and created strategies with minimal impact on production
* Evaluated schedules for routines and daily maintenance on availability of resources and machines in the production process

Workshop* Attended Performance Evaluation Workshop. Human Investment, Kuwait in 1999

Trainings  * Maximo User Training Construction Company. (ACC) in 2001
* Safety for Excellence, Equate Petrochemical/Flour International Offsite Piping, Air Separation Plant, Kuwait in 1994
* Vehicle Maintenance for Fleet Customers, Nissan Motors Co. Ltd., Japan in 1994

Certifications * Logistic and Supply Chain Management, University of Waterloo, Canada in 2014
* Plant Maintenance Management Professional, (MMP) St. Clair College in 2008
* Computerized Maintenance Management System (CMMS) St. Clair College in 2007
* Predictive Maintenance Technology (PMT) St. Clair College, Canada in 2007
* Production and Operations Management (POM) St. Clair College, Canada in 2006
* Accounting and Finance. St. Clair Collage, Canada in 2006
* Communication & Today’s Workplace, St. Clair College, Canada in 2006
* Human Resources Management (HRM) St. Clair College, Canada in 2005
* MS Office Suite, Windows & Data Entry (AICL) in 1999

Professional Memberships * Plant Maintenance Association of Canada in 2007
* American Society of Mechanical Engineers Member in 2006
* Association for Overseas Technical Scholarship, Japan in 1994
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