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| **Emad**  [**Emad.366512@2freemail.com**](mailto: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   |  |  | | --- | --- | | Strategic Planning |  | | Purchase Management |  | | Budgeting & Cost Control |  | | Revenue Management |  | | Techno-commercial Operations |  | | Market Research |  | | Inventory Management |  | | Client Relationship Management |  | | Team Building |  |   Key Skills   |  |  | | --- | --- | | Communicator |  | | Motivator |  | | Innovator |  | | Analytical |  | | Collaborator |  | | Team leader |  | | Mentoring skills |  | |
| Career Timeline  **National Industrial Gas Plants, Qatar**  **Kharafi National, Kuwait**  **Chrysler Dealership, Canada**    **KIMMCO Insulating Material Manufacturing Company, Kuwait**  Feb’91 – Mar’94  Apr’94 – Dec’05  **Kharafi National, UAE**  **Family Food Tradition, (Green Giant), Canada**  Feb’06- Apr’07  Jun’07- Aug’10  Feb’14 – Aug’15  Sep’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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