**Sami**

[**Sami.368382@2freemail.com**](mailto:Sami.368382@2freemail.com)

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| **Professional Profile** |

Qualifications and experience driven strong commercial awareness with an outstanding track record of success in management. Specialises in formulating innovative plans and strategies to facilitate the profitable growth and development of new and existing business operations with an instinct for identifying new opportunities. Committed to providing outstanding service quality that exceeds expectations whilst remaining focused on achieving organizational objectives. Possesses excellent communication and negotiation skills and the ability to develop mutually beneficial working relationships internally and externally. A motivational and inspirational manager of cross-functional, international teams who thrives in highly pressurized and challenging working environments.

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| **Career Summary** |

**Feb 2016 – date HOELSCHER MIDDLE EAST L.L.C** Dubai - United Arab Emirates

**Projects Manager**

*Responsibilities*:

* Managing workshop and maintenance.
* Establishing growth targets for each business unit, product, service, whilst monitoring performance.
* Strategic plans, key decisions and performance management
* Start and develop dewatering company - Dubai Brach.
* Overall management of the Dewatering system, Dewatering design calculation, drawing, submittals, including the required power and accessories

**2006 –2016 ETA –ASCON STAR GROUP** Dubai - United Arab Emirates

**Projects Manager**

*Key Achievements:*

* Contributing directly to the achievement of a high level of operational efficiency and profitability.

*Responsibilities*:

* Workshop repairs and maintenance activities related to dewatering pumps, heavy and earthmoving machinery, Mobile cranes and Tower cranes.
* Overall MEP works for high-rise building construction works, including reviewing checking contractor’s material submittals, design drawing, plumbing and electrical works.
* Manage the mechanical building systems: Installing generators sets, main electrical boards, tower cranes, etc.
* Start and develop the dewatering company.
* Dewatering design calculation, drawing, submittals, including the required power and accessories.
* Develop required relationships with potential suppliers, customers and partners.
* Identifying candidates and building teams with relevant expertise to drive growth forward in new territories.
* Responsible for day-to-day operations, administration whilst also defining, and implementing strategy to take the company to the next level in terms of size and project execution.
* Driving and maintaining the growth and profitability of construction business in the core UAE and Qatar market.
* Supervision of project being achieved timely completion within the budgets.

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| **Career Summary** |

**2004 –2006 CONSTRUCTION DEVELOPMENT COMPANY** Doha - Qatar

**Plant Manager**

*Key Achievements:*

* Supervising and supporting prestigious projects.

*Responsibilities*:

* Workshop repairs and maintenance activities related heavy and earthmoving machinery, Mobile cranes and Tower cranes.
* Track work progress with respect to work schedule.
* Check deviation statement (cost & quantity) for the material as per agreement against the actual executed material.
* Overall MEP works for high-rise building construction works.
* Monitor the subcontractor submittals, ensuring that shop drawings and material submittals are submitted according to schedules and priorities.
* Regular site visits to ensure that installation is according to the approved shop drawing and materials installation are maintained as per the approved method statement.
* Supervise and manage the mechanical building systems: Installing generators sets, main electrical boards, boilers, elevators, chillers, tower cranes, placing boom etc.
* Attend weekly progress meetings with consultant and other subcontractors.
* Overall management of the Dewatering and Excavation.

**1999 - 2004 BIN HAFEEZ ESTABLISHMENT** Abu Dhabi - United Arab Emirates

**Service Manager**

*Key Achievements:*

* Successfully supported all projects.

*Responsibilities*:

* Overall management of the maintenance, denting and painting activities related to the heavy and earthmoving machinery of the Transport section, Weighbridges and Asphalt and Wet Mix Plants.
* Steel fabrication and modification of construction Shutters, Truck boxes, Wheel loader’s buckets, Excavator’s buckets, etc.
* Plan, priorities and assign repair and maintenance tasks among the 150+ workshop personnel.
* Schedule the transport services and prepare reports and reviews as required.
* Develop, implement and manage the maintenance and quality procedures and systems.

**1987 - 1999 SAUDI AUTOMOTIVE SERVICES Co.** Saudi Arabia

**Various positions**

**Sales Director**

1. Sale of vehicles spare parts, Research the marker, Train the salesmen, Plan the annual budget

**Factory Supervisor/Parts Quality Control**

1. Supervise the rebuilding of engines, transmissions, starters and alternators.
2. Analyze and prepare the spare parts requirements for the factory, prepare the factory’s annual budget.
3. Implement and manage the factory maintenance and quality procedures.

**Workshop Supervisor/ Technical Manager**

1. Organize and allocate tasks within the workshop, Attend to and resolve technical issues and problems.

**Reception Engineer**

1. Check and diagnose the problems with incoming vehicles (cars, trucks and other heavy machinery).

**Technical Project Coordinator**

1. Plan and follow up preventive maintenance procedures for all vehicles (cars, trucks, generators, etc.)
2. Plan workshop layout and design.

**Project Manager**

1. Plan, organize and order spare parts to maintain the right inventory for about 3000 trucks.
2. Attend to and resolve some technical issues.

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| **Career Summary** |

**1986 - 1987 ABU NASSEF STEEL FACTORY** Jeddah – Saudi Arabia

**MEP Coordinator**

*Responsibilities*:

1. Organize and allocate tasks within the Factory.
2. Monitoring and supervising the mechanical, electrical and plumbing works

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| **Education and Qualifications** |

BSc: Mechanical Engineering (1985), University Of Petroleum and Minerals, Dhahran - Saudi Arabia

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| **Affiliations** |

* Member, Lebanon Mechanical Engineers Association
* Member, Canada Society of Mechanical Engineer

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| **Training courses** |

* Rebuilding starters and alternators, DIXIE Electric Rebuilders Limited, Toronto, Ontario, Canada Rebuilding Transmissions, TRI Star, Florida, USA
* Introduction to ISO 9000, Chamber of Commerce and Industry, Riyadh, Saudi Arabia
* ISO 9000 Internal Auditing, Tatweer, Abu Dhabi, United Arab Emirates
* Manufacturing Steel & Tower Cranes, JLT Co. Guangzhou, China
* Manufacturing Dewatering Pumps, IMPULSE Co., Netherland and Germany

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| **Machinery and Equipment Experience** |

* Excavators, Bulldozers, Wheel loaders, Graders, JCB, Trucks: different models of Komatsu, Caterpillar Volvo, Mercedes, MAN, IVECO.
* Mobile and Crawler Cranes: different models of Tadano, Lorain and American.
* Vacuum and submersible dewatering pumps.
* Generators: 5KVA to 650KVA.

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| **Personal details** |

Key I.T. Skills: MS Office applications.

**References are available on request**