

HAITHAM AL MAGHRABI

Jeddah, Saudi Arabia ■ (00966) 555620536 ■ ha6320@hotmail.com

OBJECTIVE

To Obtain a Management position where I can effectively maximize my management skills, Sales management, project management, export management, Total quality management, business development, and Operation management. I am an MBA degree, lean 6 sigma black belt & PMP holder with 12+ years of experience. I am seeking position in a dynamically challenging organization to offer allied proficiencies and accrued experience.

KEY SKILLS

- Strong believer in growth through vision, planning, commitment, training and continue improvement.
- Analytical Skills, Problem Solving, Organizational Skills, performance measurement, Lean 6 sigma skills.
- Sales management, export management, project management, business development, Problem Solving, Analytical Skills
- Production, Inspection, Chemical Analysis, Health Safety Standards, Technical Reports and Presentation Skills
- Computer Skills, MS Word, MS Excel, MS PowerPoint, Internet Usage
- Commissioning, Supply chain, forecasting, waste Water Treatment, Monitoring, Innovation & Maintaining Records

PROFESSIONAL EXPERIENCE

Saudi Export, Riyadh, Saudi Arabia Senior Business Development specialist

December 2018 - Present

Key Responsibilities:

- Knowing where to find the business opportunities from the demand side (Markets, niches, importers, consumers, potential investors, special commercial advantages)
- Understand what the obstacles are to access a market (Market access restraints/Tariff & non-tariff barriers)
- Building bridges between the private sector & the public sector internationally
- Initiate and execute the business matching department plans including the (business matching events, trade mission, CRM, RFP, e-promotion)
- Doing market research, monitoring and creating marketing strategies. (using internal stakeholders BI and create a unique strategic business matching report).
- Organizing Trade missions in cooperation with other organizations & states via proper channels.
- Carried out Business matching services of Saudi exports according to the targeted sectors and markets.
- Manage business matching within events across different sectors.
- Building knowledge of team members and transfer the business matching know-hows.

Saudi Carbonate, Jeddah, Saudi Arabia Water & Energy sales engineer

August 2018 – Jan 2019

Key Responsibilities:

- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements. Provides product, service, or equipment technical and engineering information by answering questions and requests.
- Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule and visit.
- Prepares cost estimates by studying blueprints, plans, and related customer documents.
- knowledgeable about the details of the export business to ensure that all government policies and laws are followed
- preparing reports for head office, supporting marketing by attending trade shows, conference and other marketing events.

National water company, Jeddah, Saudi Arabia Treatment Plant Engineer

February 2015 - July 2018

Key Responsibilities:

- Prepare the business plan for Treated Sewage Effluent (TSE) BU, which reflect the road map for the next years in accordance to the new management of the BU Directions.
- Identify the targeted segments for the BU and how to attract them in order to have strategically partnership for the next years, create marketing tools such as Presentations, flyers, brochures etc.
- TSE BU selling the treated water for the clients as their core business, so measuring the sale force, billing and collection results, pre requests actions, technical issue solutions and business development opportunity are the most important factors to monitor, control and report about them through monthly reports.

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- Attract new clients to use TSE through conducting meeting, present our products, facilitate the process and discuss technical issue in order to expand our core activity

National water company, Jeddah, Saudi Arabia

November 2011 - January 2015

Operation Engineer

Key Responsibilities:

- Responsible for improve & develop process operations while guaranteeing successful Manage and overseas overall plant activities which include product quality control, resources and expenses, man power, maintenance, chemical consumption and safety to ensure compliance with company vision, procedures, rules and regulations
- Following up and supervising project contractor activities of the Airport Wastewater Treatment Plant during commissioning stage while maintaining up to date list of all performance and defects items. In addition, preparing and training the staff to final hand over the plant.
- Responsible for implementing & auditing: OHSAS 18001:2007, ISO 14001:2004 & ISO 9001:2008, 6 sigma.
- Identifies operational problems by observing and studying system functioning and performance results; investigating complaints and suggestions; interviewing process supervisors and operators; completing troubleshooting procedures.
- Assuring that waste water treatment plant works as per set standards by taking care of all important parts involved including Overseas sampling, lab results, pipes, chemical treatment equipment controls, and heat exchangers etc.
- Overseeing and inspecting treatment plant systems on regular basis while conducting physical plant inspections to establish as well as execute preventative maintenance programs & SOP.
- Responsible for preparation & forecasting of annual budget required to maintain the waste water treatment plant by keeping all human and non-human resources requirements in perspective.
- Overseeing and ensuring execution of sewer distribution contracts with different stakeholders to maintain water flow, avoiding unnecessary clogs or blockages that may hamper water treatment activity.
- Responsible for management of important raw material & equipment inventory while placing orders with the most reliable yet cost effective suppliers for procurement.
- Building awareness among junior technical staff about importance of waste water while advocating the need to have waste water treatment plant fully capable of cleaning water as per set standards & Conduct hazards identification, risk assessment, and ensure implementation of controllers, fulfilling health safety obligations.

Cristal One

March 2010 - November 2011

Chemist

Key Responsibilities:

- Looked after different procedures for recording test samples, critical laboratory reagents, and stock solutions.
- Operated different equipment for various chemical tests including pH measurement, conductivity, and using titrate for analyzing volume of substances.
- Analyzed different physical and chemical properties of substances including using hydrometer for determining specific gravity, NaOH and Chlorine in hypo, analysis of brine, purity of HCL and H₂SO₄.
- Carried out analysis of quick lime, boiler water, cooling tower water, and waste water to measure their quantity to achieve safety as well as chemical stability during different chemical reactions.
- Prepared different types of reagents, catalysts, and solutions to be used in chemical reactions.
- Carried out other important tasks in the laboratory including instrument calibration, data interpretation, and tabulation.

Pharmaceutical Solution Industry, Jeddah, Saudi Arabia

August 2009 - February 2010

Laboratory Chemist & QA Inspection Auditor (Final Product)

Key Responsibilities:

- Maintained adequate supply of important chemicals while assuring cleanliness to avoid test delays, errors, and unforeseen lab accidents.
- Coordinated and calibrated newly acquired equipment and laboratory instruments to ensure precision and accuracy of test data collected.
- Followed up documentation procedures, SOPs, set test methods, and transfer protocols to guarantee safety.
- Performed different lab techniques including titrations, ISE, and pH tests to test different reactions.
- Tested raw materials, finished products, and other stability samples to ensure compliance for required quality attributes.

OTHER EXPERIENCE:

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- Admin Assistant, KAAU University
- Customer Service Representative, NWC
- Event Organizer at Various Organizations (KAUST, KAAU University, and Roshana Mall)

EDUCATION

University of business & technology, Jeddah, Saudi Arabia

May 2014

Master of Business Administration

GPA/Grade: Excellent grade with honor

King Abdul Aziz University (KAU), Jeddah, Saudi Arabia

January 2009

BSc in Science Chemistry

GPA / Grade: Good Grade

Other Training & Certifications:

- 2020: Certified project management professional (PMP)
- 2019: Certified Business Development Professional
- 2017: course & workshop lean black belt 6 sigma
- 2016: course & work shop green belt 6 sigma
- 2015: safety to handle fire accident
- 2015: Safety accidents and work injuries
- 2014: Industrial waste treatment
- 2014: General and advanced wastewater treatment
- 2014: sewage sludge treatment and disposal
- 2013: course & workshop for managing H&S on works
- 2013: Course & work shop for PMP in NWC
- 2013: License in Diver Rescue from PADI
- 2013: Course & work shop for fire evacuation in NWC
- 2012: Course in OHSAS 18001:2007 & ISO 14001:2004 in NWC
- 2012: Internal auditing for OHSAS 18001 & EMS 14001 in NWC
- 2012: Training session related to (station plants) planners & engineers in NWC
- 2012: Course in ISO 9001:2008 in NWC 2012 with internal auditing

PERSONAL INFORMATION

- Date of Birth: 3 September 1985
- Nationality: Saudi Arabia
- Marital Status: married
- Driving License Issued From: Saudi Arabia
- Languages: English and Arabic