

Targeted Job Search Strategy — Mutasim Widaa

Target Market: Qatar

Role: Senior Operations Manager

Industry: Aviation / Transportation / Logistics

Strategic Operations leader with proven expertise in scaling workforce efficiency, cost reduction, and customer experience improvement. Strong alignment with Qatar's growth sectors (aviation, energy, logistics). Market Fit Score: **9/10** (skills match, seniority fit, sector demand, and transferability). High-level recommendation: Target senior operations roles at aviation, logistics and energy companies; use a mixed outreach approach (LinkedIn + targeted recruiter engagement + direct career page applications).

CV Analysis & Market Alignment

Strengths: SOP development and operational cost reduction (10% YoY). Exceptional people leadership — retention improvement (60% YoY). Customer experience improvements — 30-point NPS uplift. **Gaps / Recommendations:** Explicit Qatar/GCC experience is limited — mitigate by emphasising transferable compliance, safety, and multinational project exposure. Add relocation statement and local contact (if available). Quantify scale where possible (team size, budget, fleet/assets managed). **CV edits (practical):** Header: Name | Role | Qatar (Relocating) | email | phone | LinkedIn Top bullets: KPI-first statements (number, % change, timespan). Include concise leadership summary and languages (English native, Arabic intermediate).

Top Target Companies — Key 15 (Qatar)

#	Name	Sector	Suitability (1-10)
1	Qatar Airways	Aviation	9
2	QatarEnergy	Energy	10
3	Qatar National Bank (QNB)	Banking	9
4	Hamad Medical Corporation (HMC)	Healthcare	7
5	Gulf Warehousing Company (GWC)	Logistics	6
6	Nakilat	Shipping	6
7	Qatar Foundation	Education/Research	8
8	Qatar Investment Authority (QIA)	Sovereign Fund	8
9	Masraf Al Rayan	Banking	7
10	Ooredoo	Telecom	7
11	WOQOD	Energy Retail	5
12	Milaha	Logistics	5
13	Aspire Zone Foundation	Events & Sports	4
14	Qatar Steel	Manufacturing	5
15	Al Meera	Retail	4

Target Companies — Additional 15

#	Name	Sector	Suitability (1-10)
16	Qatar Gas Transport (Nakilat)	Shipping	6
17	Qatar Foundation (Education)	Education	8
18	Qatar Development Bank	Finance	6
19	Gulf International Services (GIS)	Oil & Gas Services	6
20	Mannai Corporation	Conglomerate	5
21	Qatar Electricity & Water Company (QEWCo)	Utilities	6
22	Vodafone Qatar	Telecom	6
23	Qatar National Cement	Industrials	4
24	QNB Capital	Financial Services	6
25	Sidra Medicine	Healthcare	6
26	Qatar Gas	Energy	10
27	Commercial Bank of Qatar	Banking	7
28	Qatar Investment Authority (QIA)	Investment	8
29	Ezdan Holding	Real Estate	5
30	Qatar Steel	Manufacturing	5

Job Sites & Recruiters (Qatar-focused)

High-value portals: **GulfTalent** — mid-senior professional roles across GCC. **Bayt** — broad coverage and local listings. **LinkedIn** — networking and direct recruiter contact (high value for senior roles). **Indeed Qatar & Qatar Living Jobs** — aggregator and local listings. Recommended recruiters: Hays Middle East, Michael Page Middle East, Robert Half, Korn Ferry (regional), Mackenzie Jones.

14-Day Action Plan (Day-by-day)

Day 1: CV rewrite — KPI-first bullets, add "Relocating to Qatar" note. **Day 2:** LinkedIn optimisation — headline, summary, open-to-work settings, location set to Qatar. **Day 3:** Identify 30 target companies and find 3 hiring contacts each. **Day 4–7:** Daily outreach (10 tailored messages/day) — mix LinkedIn + email. **Day 8:** Apply to 10 highly relevant roles via company career pages. **Day 9–10:** Interview preparation (STAR stories for top 6 roles). **Day 11:** Follow-ups for unresponded outreach. **Day 12–13:** Mock interviews and competency assessments. **Day 14:** Review KPIs and optimise messaging for next sprint.

Outreach Templates & KPIs

LinkedIn Intro (short): Hi [Name], I'm Mutasim Widaa, a Senior Operations Manager with 6+ years experience in workforce optimisation and customer experience. I'm relocating to Qatar and would value 15 minutes to learn about the operations team at [Company]. My CV: [link]. Email (recruiter): Subject: Senior Operations Leader — Qatar Hi [Name], I'm sharing my CV for senior operations roles in Qatar. At Hertz I led teams and delivered a 60% retention improvement and 10% cost reduction YoY. CV attached — are you hiring for similar profiles? KPIs (weekly): - Outreach messages sent: target 50 - Response rate: target $\geq 25\%$ - Phone screens scheduled: target 2–4 - Interviews: target 2–3 per week (from week 3 onwards) - Offers: target 1–2 within 8 weeks