

# Faisal Barakat Aljuwair

Head of Commercial, Supply Chain & Contracts at Cyberani Solutions

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**Business-savvy and accomplished professional with extensive business experience in Commercial, Sales, Investment & Growth, Project Management, Supply Chain, Procurement as well as Business Development and Stakeholders Management.**

Senior professional leader and start-ups expert with 12+ years of proven history of success in business management and devising long-term strategies to improve profitability. Proficient in planning and coordinating all facets of programs & projects. Skilled in taking new business initiatives & establishing relationships leading to successful deals. Instrumental in defining the product life cycle and leading high-value contracts with outstanding negotiation competencies. Adept at evaluating and developing financial analysis of businesses and projects. Expert in leading and motivating teams to achieve desired results.

## Areas of Expertise

- Project & Program Management
- Business Development
- Risk Assessment & Mitigation
- Financial Analysis & Forecasting
- Negotiation & Decision Making
- Product Management
- Strategic Planning
- Vendor and Partner Relationship
- Revenue Enhancement
- Critical Thinking
- Commercial & Sales
- Contract Management
- Stakeholder Engagement
- Supply Chain & Procurement
- Problem Solving

## Education

**Master of Business Administration - Honours Degree**  
Saudi Electronic University

2021

**Bachelor of Applied Electrical Engineering**  
King Fahad University of Petroleum & Minerals

2011

## Career Experience

**Cyberani Solutions**  
Head of Commercial, Supply Chain and Contracts

07/2021 – Present

Joined a new Cybersecurity Joint Venture of Aramco & Raytheon at early stage as a business leader to support the company start-up, lead the business services & commercial activities, and elevate it to higher level at operation stage. Heading the function with activities related to Commercial & Sales, Strategic Alliance & Partnership, Business Development, Supply Chain, Procurement, Suppliers & Customers Management, Proposals, and Contracts with the following responsibilities while reporting to the CFO:

- Directing the commercial, sales and all strategic partnership activities for Managed Security Services & Professional Security Services including conducting meetings, negotiating deals, building & maintaining relations, signing MoU's, winning projects, developing agreements, and responding to RFPs to meet company targets & provide optimum value.
- Overseeing the needs of the company and its business continuity during the start-up stage to achieve outputs with added value, build desired strategies, and develop a successful Business Plan.
- Transferring potential investment opportunities into profitable projects & programs and leading them to success.
- Handling the whole procurement cycle (Registration, PR, RFI, RFQ, Bidding, PO, T's & C's) for all Information Technology, Cyber Security, & other business requirements.
- Covered some Controller's responsibilities that include developing two-year budget, adjusting chart of accounts, Leading company account at ZATCA, Updating the financial statements (Cash Flow, Balance Sheet, & Income Statement).
- Present weekly update to the C-Suite and monthly updates to the Board.

### Key Contributions:

- Converting Sales Opportunities to high value agreements after successful negotiation with Customers and Partners.
- Successful annual savings of ~\$ 1 MM.
- Developed the workflows, strategies, and processes for Commercial and Supply Chain.
- Successfully tested and approved the modules of Oracle ERP related to Supply Chain and Sales.

Acting as a business owner with high trading experience in the gulf to oversee all commercial activities, including Sales, Marketing, Contract Management, Customer Care, Business Development, as well as evolving investment opportunities to profitable projects to enhance the company's growth, maximize revenue and profit and improve customer experience.

- Shape the growth opportunities to new and existing projects and programs.
- Deliver improvement solutions and optimize Sadara profitability by conducting market research, analysing collected data, and bringing new opportunities.
- Orchestrate joint venture and shareholder contracts, purchase and sales agreements, and all contracting activities including vendor evaluation and selection, negotiations and agreements drafting.
- Take informed decisions through developing models to conduct financial analysis and profitability evaluation of new initiatives, including ROI, NPV, payback, cash flow, and identifying added values & risks.
- Execute financial analysis with sensitivity cases for portfolio to make strategic decisions regarding category products and define cost structures, pricing formulas, forecasts, and variable margins.
- Lead high performing teams by providing encouragement and effective training to enhance business performance.
- Member of Sadara Joint Venture's Management Committee, leading the JV to successful run with optimum profit.

**Key Contributions:**

- Obtained high-accuracy of marketing and operating plans through comprehensive supply & demand study.
- Established new business partners' relationships by negotiating new opportunities and synergies.
- Secured new agreements by negotiating new projects and drafting NDA, MOU and contract terms alongside legal.
- Attained additional profit of \$3M and sales of \$160M through the development and implementation of sales strategy.

**Sadara Chemical Company**  
Contracts Manager

**10/2017 – 01/2019**

Headed the contract and vendor management by spearheading multiple programs and projects as well as orchestrating long-term contracts of government, Joint Ventures and third parties with a value of \$6B. Oversaw fulfilment of parties' contractual obligations, and compliance to policies and procedures with collaboration of all stakeholders. Led contractual activities including supplier prequalification and negotiation, RFPs, contract award and SAP transactions.

- Developed strategic plans and processes to execute contract analysis, monitor performance, and define KPIs.
- Directed the financial process of contracts such as price calculation, review and approval of invoices and payments.
- Identified potential opportunities and risks, processed amendments, disputes, claims, back charges, and liquidated damages through evaluation of agreements while maintaining related documents.
- Drafted contract terms and conditions ensuring favourable terms to Sadara in coordination with the relevant functions.

**Key Contributions:**

- Retrieved flaring payments by 37% and cost savings of \$0.7M through contract optimisation.
- Achieved claims of \$9M on third party contracts by enhancing contract terms.
- Obtained on-time product delivery and payments through high-accuracy of purchase requisitions and orders.

**Sadara Chemical Company**  
Project Manager

**05/2013 – 09/2017**

Piloted new Polyethylene plants projects from construction through commissioning until Start-up and normal operation. Negotiated contracts with vendors and coordinated overall FAT, SAT, and CAT activities and agreements to approve all deliverables. Led various teams, including direct professional reporters, and contractors assigned to project.

- Sustained projects within budget and time constraints, health and safety regulations, and high-quality standards through execution of performance management metrics reviews.
- Reported achieved milestones and performance updates to the executive management while ensuring all related documents are maintained.
- Confirmed high communication effectiveness through close collaboration and engagement of all stakeholders.
- Drove root-cause analysis and corrective actions implementation to resolve issues and undertaking cost, service, and speed improvement projects.

**Key Contributions:**

- Succeeded in executing and achieving all project activities and milestones ahead of time and within budget.
- Implemented excellent project resource planning resulted in successful plants start-up from first trial.

**Saudi Chevron Phillips Company (S-Chem)**  
Process Control Engineer

**04/2011 – 05/2013**

Managed various projects and activities at the Aromatics plant including new flow meters and turbine pumps projects. Ran investigations of tanks overfill and equipment damages. Knowledgeable of Honeywell and ABB systems, instruments, hardware protocols, and network integration. Accomplished a project to migrate from legacy systems to new systems.

**Schneider Electric**  
Services Engineer

**02/2010 – 01/2011**

Undertook several projects including power saving study for several hospitals along with adding new capacitor banks for Prince Mohammad bin Fahd university and Al-Faisaliah tower.

## **Professional Certifications**

Certified Project Management Professional (PMP)  
Certified Product Manager (CPM)  
Certified KPI Professional (C-KPIP)  
Certified Marketing Professional (CMP)  
Certified on ISO 9001:2015 (Quality Management System)

Project Management Institute (PMI)  
(AIPMM)  
The KPI Institute  
Meirc Training & Consulting  
Intertek - Accredited by IRCA