

## **Eng. Abdul Rahman H. Al Bassam**

**Address:** PO Box 39167, Dhahran, KSA- 31942

**Mobile:** +966 550679999, **Landline:** +966138956161, **Email:** ahbassam@yahoo.com

### **Profile: MD/ Director/ General Manager**

**In areas of Retailing / Industrial/ Project Management/Property Management**

### **Career Snapshot**

A result driven & committed architectural engineering professional, working as **Managing Director**, & offers over **26 Years'** experience including **2 years** international experience in the Middle East in areas of :  
Project Management, Property Management, Operation & Maintenance, Business Development  
& the industrial sector

### **Competency Highlights**

- ➔ Top management experience with sound engineering & financial expertise
- ➔ Hands on experience in the development of plans and procedures
- ➔ Demonstrated skills in initiating, planning, operations and implementing latest architectural methodologies for process improvement in construction management
- ➔ Proven strength in analysis and design of construction systems and skill in solving engineering problems
- ➔ Managerial skills & ability to work in a multi-national environment
- ➔ A track record of combining domain knowledge civil and architectural engineering
- ➔ Marketing skills supported with communication techniques to follow up on customer requirements
- ➔ proven managerial knowledge of contract review
- ➔ Developing required organization charts , setting required key Performance indicators ,provide Quality Assurance Consultancy & monitor performance
- ➔ Capability in executing projects within budget, guideline, statutory requirements, & ensure customer satisfaction.
- ➔ excellent analytical skills & troubleshooting through inter-department coordination & facilitation
- ➔ Provide leadership to the project team, with the ability to work in multicultural environment
- ➔ Working knowledge of environmental impact issues on buildings, & conversant with International building systems
- ➔ Manage project scope, budget definition, & monitor other critical issues
- ➔ Motivate team with belief in team work, lead by example, & deliver results as per set project objectives
- ➔ Ability to work efficiently in demanding work environments and meet deadlines

### **Career Milestones**

#### **Managing Director for Al Harbi Group**

**1<sup>st</sup> Feb 2015 –1<sup>st</sup> Jun 2022**

- ➔ Corporate management of the group existing & future business strategies
- ➔ Support business development for new prospects and projects. Building synergy between group affiliates
- ➔ Responsible for maintaining operation within established and approved budgets
- ➔ Corporate in maintaining the vision and mission of the group (personal, professional, organizational and strategic)
- ➔ Support the long term agreement with major suppliers and major key account clients
- ➔ Develop and manage the implementation of group policy regarding work environment , administration ,accounting ,purchasing, reporting and HR
- ➔ Manage shared services department activities
- ➔ Developing budgets ,financial plans with the CFO & ensuring the operational execution delivers those financial targets
- ➔ Utilize the Financial and Administration authorization to support the daily business
- ➔ Manage aspects of Cost Optimization engagement to achieve desired levels of quality and profitability
- ➔ Property & facility Management
- ➔ Corporate with group Real Estate company to develop plans and execute projects
- ➔ **Contributions:**
- ➔ Creating an environment and culture that focuses on fulfilling the organizations mission ,vision and values
- ➔ Increasing group market share and annual turnover
- ➔ Developing group Organization Chart and creating an Internal Auditing department

#### **Zamil Industrial Investment Co.**

*(A part of Zamil Group Holding)*

**Corporate Projects Director (Aug 2009- Dec 2014)**

*(Reported to the CEO )*

**Job Profile:**

As **Corporate Projects Director**, involved in contracting, designing, & execution of civil expansion projects for the company's industrial sector with defined **Key Result Areas-**

- ➔ Contract review , Create & Execute project work plans, conduct revisions as appropriate to meet requirements.
- ➔ Applications and communications with The Saudi Industrial Development Fund (SIDF)
- ➔ Establishing overall projects execution policies ,especially in the areas of project organizing chart ,Project budgeting , Project Schedule , Subcontracting , Logistics, Quality Assurance , Construction Resources , Loss Prevention , Commissioning , Project Completion and Turnover Prepared initial concepts, presentations, and detailed working drawings.
- ➔ Oversee implementation of the QA team's strategy to evaluate and monitor vendors compliance
- ➔ Defines the organization , activates ,responsibilities and authority within the project team
- ➔ Manage key project personal to assure correct , smooth , effective execution and Value Engineering
- ➔ Coordinate with No how partner to preform overall project execution
- ➔ Coordinated & attend review meetings with Contractor, and Consultants relating to progress of the project, as well as addressing queries related to contractual matters & manage commitments of both parties
- ➔ Delegated tasks and responsibilities to appropriate personnel
- ➔ Reviewed daily performance reports with projects management team

**Contributions:**

- ➔ Made substantial contribution in the design & project management to complete industrial projects
- ➔ Project & facility management for Industrial Sector

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## **Al Fozan Holding, Khobar, KSA**

*(A holding firm founded in 1969 and is headquartered in Al Khobar, Saudi Arabia)*

**Director General (2008- Jul 2009)**

*(Reported to the Managing Director and led a team of 12 Members )*

**Job Profile:**

As **Director General**, organized and planned mobilization & infrastructure implementation as per the specified **Key Performance Matrices-**

- ➔ Managed support functions: HR, IT, Legal and Commercial Services departments.
- ➔ Set operation plans for each company based on board strategic objectives
- ➔ Prepared annual budgets & made regular assessments in tandem with executives of the group companies to attempt at arriving at creative options to increase market share
- ➔ Upgraded organization charts to cope with long term plans.
- ➔ Developed periodic performance reports on financial, operations, & expansion areas for the board meetings
- ➔ Extended services of the Support Functions Division to all group companies.

**Contributions:**

- ➔ Made noteworthy contribution in designing projects & nominated by the Managing Director to represent the group in the commercial committee of chamber of commerce
- ➔ Spearheaded creation of a property department to supervise all company buildings and facilities

## **Al-Fozan Building Materials Co., Eastern Province, KSA**

*(The flagship company of the Al Fozan Group & amongst the largest importers of building materials in KSA)*

**Executive Manager (2001-2008)**

*(Reported to the Managing Director and led a team of 8 Members )*

**Job Profile:**

As **Executive Manager**, managed responsibility in the following departments, viz. Sales (corporate offices & outlets), Finance, Administration, Marketing, Warehousing, & Maintenance as per the specified **Key Result Areas-**

- ➔ Manage all project activities including client relations, subcontractor performance, budgets, cost control, schedules, changes, technical compliance, QA/QC, & Safety.
- ➔ setting all strategic and operation plans.
- ➔ Identifying opportunities to expand the commercial activates & increase market share
- ➔ Analyze sales , marketing , finance reports to improve performance and maximize growth
- ➔ Manage daily commercial operations for cash and corporate sales
- ➔ Allocate and manage required funds
- ➔ Build long term agreements with major clients
- ➔ Monitor market trends and prepare competitors studies
- ➔ Supervised project planning and monitored the progress on daily, weekly, monthly basis as per the scheduled programs.
- ➔ Managing expansion projects for additional branches

**Contributions:**

- ➔ Maximized performance & instrumental in improving efficiency of the business units

- ➔ Ensured project completion within the budget and time limits, as per international quality standards set and to the satisfaction of clients.
- ➔ Increasing annual sales , build long term relations & contracts with major clients

### **Al Fozan Steel Industries Co., Dammam, KSA**

*(A part of the Al Fozan group, offering product & services in steel deformed cutting & bending, steel manufacturers, steel indenters & suppliers, steel & welded wire mesh)*

### **Assistant General Manager (Nov 1998-2000)**

*(Reported to the GM)*

#### **Job Profile:**

As **Assistant General Manager**, driven key functions with responsibility in following departments including production, finance, personnel & quality control

- ➔ Supervise all head of departments including Production , QA, Finance , HR ,Sales & Marketing
- ➔ Prepare annual budget
- ➔ Oversee all daily operations
- ➔ Develop, establish ,enhance and execute operating policies consistent with company objectives
- ➔ Applying KPI,s and monitor overall performance

#### **Contributions:**

- ➔ Participation in preparation of department budget as well as company's annual budget forecast.
- ➔ Conducted technical review of Project requirements
- ➔ Lead negotiations with Hadeed / SABIC to increase company share of raw material produced by Hadeed

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### **Ameron Saudi Arabia Ltd., Dammam, KSA**

*(A joint venture between **Ameron International**, California, USA, & Saudi Arabian Amiantit Co. ( Leading concrete pipe manufacturing company in Saudi Arabia)*

#### **Engineering Manager (1998- Oct 1998)**

*(Reported to the Plant Manager and led a team of 8 members)*

#### **Product & Technical Manager (1997-1998)**

*(Reported to the Engineering Manager and led a team of 4)*

#### **Product Manager (1996- 1997)**

*(Reported to the Engineering Manager and led a team of 2)*

#### **Product Engineer (1990- 1996)**

*(Reported to the Product Manager and led a team of 6)*

#### **Job Profile:**

As **Engineering Manager**, overseen following functions in design, cost estimation, quality control, & field supervision as per the measurable **Key Performance Indicators-**

- ➔ Participation in preparation of department budget as well as company's annual budget forecast.
- ➔ Conducted technical review of Project requirements.

As **Product & Technical Manager**, worked in design & cost estimation departments, in addition to the Product Manager's functions

As **Product Manager**, steered pipe installation at Ras Laffan Natural Gas Plant, Qatar as per the defined **Key Performance Matrices-**

- ➔ Involved in the company's ISO 9001 Quality Assurance Program toward award of certification.
- ➔ Conducted presentation of company products (RTR, Concrete Pipes) inside & outside the Kingdom of Saudi Arabia.
- ➔ Translated company's English technical brochures into Arabic, & coordinated printing including design thereof.

As **Product Engineer**, supervised pipe installation in the project as per the **Key Performance Objectives-**

- ➔ Processed contractor inquiries and orders.
- ➔ Interfaced with contractors, plant and the company's Sales Offices.

#### **Contributions:**

- ➔ Made significant contribution for company's cement-mortar lining works in Aramco Steel Pipes & Fittings, e.g., upgrade Ras Tanura Refinery & Berri Gas Plant projects.
- ➔ Played a pivotal role as Internal Auditor for the company's ISO 9001 quality assurance programme.

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### **Training History**

- ➔ Attended training programme on Finance for non-Financial Managers, Khobar, KSA (1999)
- ➔ Participated in a seminar on Civil Engineering and the Environment (1997) KFUPM
- ➔ Attended training sessions on fundamentals & methods of modern management (1997)
- ➔ Completed training on deterioration & repairing reinforced concrete in Arabian Gulf, Bahrain (1993 & 1997)

- ➔ Undergone training modules on protection & rehabilitation of reinforced concrete, UAE (1996)
- ➔ Attended training sessions on Sales Ability for Engineers (1993)
- ➔ Participated in training workshop on Internal Quality Management System Audit (1993)
- ➔ Attended training programme on increasing productivity and cost reduction (1992)
- ➔ Undergone 3 months training mainly on supervising construction & preparing work drawings with Al-Bassam Contracting (1989)
- ➔ Underwent 2 months field training with Saudi Designers Engineering Office, Dammam (1988)

#### Educational Qualifications

- ➔ Bachelors Degree in Architectural Engineering (Civil & Structural Engineering) **King Fahd University of Petroleum & Minerals, Dhahran** (1990)

#### Personal Data

- ➔ **Managerial skills, Engineering & Financial background**
- ➔ **Language Proficiency:** English & Arabic
- ➔ **Computer Skills:** Windows Vista/XP, MS Office (Excel , Power Point)