



Walid S.Sallak

Profile Summary

- Very enterprising professional with an experience in providing BI (business intelligence) solutions
- Over 20 years of experience in ICT and Business Development in the Middle East & North Africa region
- Excellent relationship building skills supported by incomparable communicational and presentational skills

Contact Information

- Full Name: Walid Suliman El Sallak
- Address: Benghazi, Dagdosta
- Nationality: Libyan
- Mobile: +218 91 680 5816

Education

- BSc in Electronics & Communications Engineering, Arab Academy for Science & Technology, Alexandria, Egypt (February 2001)
- Pre-University Education, MKLS (Mohamed Koriem Language School, Alexandria, Egypt. Graduation date: 1995

Experience:

Mellitah Oil & Gas B.V-Benghazi

www.mellitahog.ly

Training & Development Manager (September 2022-Present)

Firstly, they have to initiate training programs design and conduct needs assessment on the same and managed training budgets.

Secondly, develop training materials, monitor the effectiveness of such programs developed, and manage to lead a team of trainers in cooperation with the heads of departments

Developing succession and career plans. Managed to lead a team of trainers and collaborated with department heads.

NOC (National Oil Corporation), Benghazi, Libya

www.noc.ly

ICT/Media General Manager April 2017- August 2022

Responsibilities:

- Identifies opportunities for new software and systems
- Develops and implements IT policy and best practice guides
- Designs training programs and workshops
- Runs and shares regular operation system reports with CEO
- Determines timeframes for major ICT projects
- Manages and reports on allocation of ICT budget
- Provides direction for ICT team members
- Runs regular checks on network and data security

Achievements :

- **Increased System Efficiency:** Improved IT infrastructure that lowers system downtime by 75% and helps the overall efficiency level rise to 80%.
- **Cost Reduction:** Negotiated vendor contracts and upgraded hardware and software throughout the enterprise, reducing IT costs by 40%.
- **Advanced Cybersecurity Measures:** Implementation of advanced cybersecurity measures, which might include an approximate 85% decrease in security incidents, ensures that industry standards are met.
- **Project Delivery:** Managed the project roll-out of a new enterprise resource planning system within time and under budget, enhancing cross-department information and data accuracy.
- **Team Building:** Recruited and developed a high performing IT team, which achieved a 70% reduction in staff turnover and improved project delivery timelines by 90%.

Petrolink International Ltd.

www.petrolink.com

Business & Operation Manager - MENA (April 2007 – February 2017)**Responsivities :**

- Prospected potential accounts within targeted markets, pursued leads, and followed through to closed agreements
- Researching target markets including industry, company, projects, contacts and strategies
- Interfaced with operation and development teams to ensure work requirements were met
- Managed relationships with current clients, identified new prospect companies.

- Kept abreast of the latest oil industry movements and any newly developed techniques in drilling technology.

Achievements:

- Making Petrolink Libya go from an emerging business in North Africa to an elite IT Energy company in the country.
- Increased the company revenue by 40% between the year 2008 and 2014 and by 75% in 2015.
- Built a strong network of the key personnel at the Oil & Gas sector in the Middle East, North Africa and Worldwide.
- Supported the company running and upcoming projects in Europe and Asia.
- Assisted the company to acquire joint ventures with International Oil & Gas Service Providers.
- Progressive liaison and share of the business vision with global Sales teams, to enhance the company competitive position.
- Developed the Pricing and Contracting strategy for MENA region .
- Leading the aggressive collection efforts for outstanding invoices payment and negotiation of payment plans with Clients.

EAAC-IFC-World Bank Group

www.eaacgroup.org

Sales Engineer

(Vocational Training Programs)

January 2002-March 2007

Alexandria/Cairo

EAAC group for training and consultancy (www.eaacgroup.org) is located in Alexandria, Egypt one of the partners of IFC (international finance corporation) one of the World Bank group subsidiary.

Responsibilities:

- Conducting product presentations for the technical and vocational training programs supplied by IFC as part of the European Union program to finance the SMEs in north Africa.
- Field events handling like conferences, seminar etc
- Report insights results back to the board of directors and senior management.
- Work on targets with the marketing team to successfully promote the products

Achievements:

- Managed pricing and customer margin requirements with the company's profit goals
- Organized successful events, product workshops, and seminars.
- Grew company revenue whereby increased an average of 70 % yearly.
- Defined sales strategies for company departments
- Start business platform development, which supported the company to reach its annual profitability

Training and Certifications

- Cisco Certified Network Associate (CCNA)
- Cisco Certified Network Professional (CCNP)

- Project Management Professional (PMP)
- ITIL v4 Foundation
- IFC Course Certified Manager (CM)
- Digital Marketing using social media
- Presentation Skills-IFC (International Finance Corporation)
- Time Management-IFC
- Sales Training-Petrolink International.
- WITSML (Wellsite Information Standard Mark up Language)
- Real Time & Static Data Management
- Data encryption and IT security
- VSAT broadband connectivity installation
- Odoo CRM
- Personal/Managerial Skills
- Excellent interpersonal & communication skills

- Attention to organization and improvement of multitasking skills
- B2B sales, marketing, and strategic analysis
- Exceptional negotiation and deal-making skills
- Outstanding presentation
- Research on market trends and targeting
- Using practical methods and theoretical base in the

Delivered training

- HIS (Health information system) Course delivered to Libyana Company, January 2022
- Cloud computing essentials relieved to NOC, April 2022
- Real-Time Drilling Data Transmission using WITSML Feed from Rigsite to HQ, October 2022
- Static Drilling& Production Data Distribution, January 2023
- Teamwork and collaboration, March 2023
- Email Writing Etiquette sent to AGOCO (Arabian Gulf Company),May 2023

- Reports Writing sent to a private at Maximize Training Center & Aseel Group Training Center, August 2023
- Oil & Gas technology training course sent to to NOC (National Oil Corporation), September 2023
- Communication Skills & Time Management sent to NOC (National Oil Corporation), December 2023
- Artificial Intelligence Basics sent to Aljowf Service Company, March 2024

Interests

- Swimming, football, reading, and traveling

References

- Nick Baker, Director, Petrolink International, Mobile: +44 7785277574, Email: nick.baker@petrolink.com
- Dr. Ian Wilkinson, Regional Manager, Petrolink International Mobile +55 21 98106-074 Email: ian.wilkinson@petrolink.com
- Mahmud Farag, Drilling Manager, Tatneft, Tel: +218 (21) 444 2958 ext. 116, Mobile: +218 (91) 218 8350, Email: drilling@tatneft.ly
- Mahmud Ismail, Deputy Manager, BP, Mobile: +218913294855
- Dr. Gamal Gouda, Engineering Head, ENI, Mobile : 00201223303774