



Sadoun Almalki

General Manager

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Summary

A visionary and results-driven Chief Executive Officer with over 20 years of leadership experience, spearheading large-scale, multimillion SAR projects across government and private sectors. Demonstrated expertise in formulating and executing corporate strategies, seamlessly integrating operations, project management, and business development to drive sustained growth and profitability. Skilled at managing a SAR 3.5 billion budget spanning operations, maintenance, construction, healthcare, and facilities management, consistently optimizing resource utilization and improving financial outcomes. Adept at aligning business units with the organization's strategic goals, streamlining workflows, and enhancing operational efficiency. Strong proficiency in overseeing strategic planning, risk and change management, while ensuring compliance with regulatory standards. Proven ability to navigate complex contract negotiations, cultivate key client relationships, and secure pivotal business opportunities that drive revenue and elevate service standards. Renowned for establishing industry-leading policies, processes, and systems that enhance operational effectiveness, integrating cutting-edge technologies to promote continuous improvement. A strategic leader with a robust track record in driving shared services optimization and leading business transformations, ensuring scalability and operational excellence across the organization. Known for building strong relationships with stakeholders, negotiating favorable contracts, and safeguarding the company's long-term interests. A forward-thinking leader with exceptional communication skills, fostering innovation, accountability, and sustainable growth while aligning the organization's operations with its mission and long-term vision for success.

Skills

Strategic Leadership

Financial Acumen

Operations Management

Project Management

Business Development

Risk and Change Management

People Management and Leadership

Communication and Stakeholder Management

Negotiation and Influence

Innovation and Continuous Improvement

Governance and Compliance

Market and Competitive Analysis

Crisis Management

Sales and Marketing

Technology Management

Corporate Social Responsibility (CSR)

Performance and KPI Management

Experience

Samama Holding Group
CEO

2015 - 2020
Riyadh, Saudi Arabia

- **Developed and executed corporate strategies** across more than 50 high-value projects in both government and private sectors, ensuring alignment with long-term organizational goals, driving sustained growth, and increasing profitability.
- **Directed resource allocation and optimized operational efficiency**, aligning daily activities with the company's mission, vision, and strategic objectives, resulting in enhanced productivity and streamlined workflows.
- **Managed a SAR 3.5 billion budget** for operations and maintenance, construction, healthcare, and facilities management projects, leading cost optimization initiatives, maximizing resource utilization, and achieving significant improvements in financial performance.
- **Created and implemented comprehensive action plans and budgets** for business units, ensuring alignment with corporate financial targets, boosting profitability, and enabling the effective management of multimillion-SAR projects.
- **Established best-in-class policies, processes, and systems** for HR, finance, IT, project management, and procurement, fostering operational effectiveness and integrating advanced technologies to enhance business performance.
- **Championed continuous improvement initiatives**, introducing cutting-edge strategies and tools across various sectors, strengthening operational capabilities and driving innovation in competitive markets.
- **Monitored and assessed key performance indicators** to track project performance, ensuring compliance with quality standards and presenting performance reports to senior leadership to support informed decision-making.
- **Led shared services optimization**, improving efficiency in support functions and scaling internal processes to meet the company's growth objectives while maintaining service excellence.
- **Engaged with key stakeholders, suppliers, and contractors**, negotiating favorable terms, resolving complex issues, and safeguarding the company's interests in contractual dealings, while representing the organization at industry conferences and fostering business partnerships.
- **Provided strategic leadership and insights** at the executive level, contributing to board discussions, guiding strategic planning, and aligning leadership evaluations with the company's long-term vision to drive accountability, growth, and sustainable business development.

United Medical Group
Vice President of Business Development and Projects

2012 - 2015
Riyadh, Saudi Arabia

Almajal Alarabi Group
Director General of Maintenance

2008 - 2012
Riyadh, Saudi Arabia

Zahran Holding Company
Projects Director

2000- 2002
Jeddah, Saudi Arabia

Zahran Holding Company
Project Manager

1999 - 2000
Jeddah, Saudi Arabia

Saudi Services and Operations Company
Operations Manager

1997 - 1999
Taif, Saudi Arabia

Saudi Services and Operations Company
Air Force Facilities Superintendent

1995 - 1997
Taif, Saudi Arabia

Zuhair Fayez Partnership
Mechanical Engineer

1994 - 1995
Taif, Saudi Arabia

Education

King Saud University
Mechanical Engineering

Bachelor's degree