

Fahad Sadiq

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Profile Summary

Academic Qualifications

- Bachelor of Engineering, Mechatronics, Air University, Islamabad (Pakistan) 2011

Professional Certification

- Flir Design Training Certification (KSA). May 2025
- Genetec System Design Certification (KSA). Oct 2025
- PMP Training - JB International Training Center (KSA), June 2023
- PME ESCO Projects Deployment - Schneider Electric (France), April 2023
- Design Specialist in Air Defense - Extreme Networks (USA), July 2021
- Design Specialist in Agile Data Center – Extreme Networks (USA), July 2021
- Design Specialist in Wireless Cloud – Extreme Networks (USA), April 2021
- Sales Specialist in Switching – Extreme Networks (USA), Jan 2021
- Sales Specialist in Extreme Wireless – Extreme Networks (USA), Jan 2021
- Advanced RPS Programming – Bosch (North America) - March 2018
- B Series Assessment – Bosch (North America) - March 2018
- G Series Installation – Bosch (North America) - March 2018
- Envision Project 2.0 Programmer Certificate – Philips Dynalite (KSA), Aug 2013
- Indoor Network Control Sales Engineer Lv1 – Philips Dynalite (KSA), Aug 2013
- Certified Installer – Philips Dynalite (KSA), May 2013
- Envision Project 2.0 Management Lv1 – Philips Dynalite (KSA), May 2013
- Line Tracking Robot Competition Participation – Air University (Pakistan), May 2010

Nationality

Pakistani

Work Experience

Segregated by the Industry

- Overall Projects and Operation Management experience is 13 Years
- Facilities Management (Spain) – 6 Months
- Digital Transformation Project Management (Saudi Arabia) – 5 Years
- Facilities Management (Saudi Arabia) – 1 Year
- Low Current Systems Turnkey Project Management (Saudi Arabia) – 5 Years
- Security Systems Operation Management (Saudi Arabia) – 1 Year
- IT Business Development and Technical Support (Saudi Arabia) - 6 Months

Expertise Areas

- Project Management
- Products Management
- Program Management
- Performance Motivation
- General Administration
- Business Process Improvement
- Capital Expenditures
- Financial Modeling
- Business Intelligence
- Digital Transformation driven by AI
- ESCOs, Decarbonization and Sustainability
- Digital Solutions Architecture
- Field Service Management
- Organization Structure Optimization

Strengths & Skills

- Demonstrated track record of successfully managing projects from inception to delivery, ensuring seamless integration of cutting-edge technologies for enhanced functionality and performance.
- Oversaw Financial Operations totaling under 1 Billion Saudi Riyals, including financial modeling of different Business Units, preparing budgets, monitoring budget forecasts, and ensuring allocation of dedicated revenue at yearly turnover by analyzing break-even and profit targets.
- Managed Facilities Management and Digital Turnkey Projects, Digital Products Development, and Human Resources Department for daily operations, ensuring seamless coordination and efficiency across all functions.
- Prepared Quarterly, Semi-Annual, and Annual C-Level Reports for board meetings, developing and implementing financial strategic plans aligned with organizational goals. Identified process improvements in financial workflows across all business units, resulting in cost savings and increased productivity. Provided detailed insights into periodic performance based on P&L Reports, set performance objectives, and evaluated BU teams' performance.
- Implemented a Digital Financial Reporting System integrated with IWMS for the organization, enhancing transparency and efficiency in financial reporting processes.
- Conducted Internal Audits utilizing digital platforms (Power Bi, Tandem, Cumulocity, and Saned) to ensure compliance with local laws and regulations. Coordinated with Banks for issuing Bid Bonds and Performance Bonds (Bank Guarantees) for different government projects.
- Monitored and Controlled Cash flow related to various business activities such as Tenders and direct Purchase Order Projects, Marketing Campaigns, Asset Management, and Internal Employee Engagement Activities like payroll activities.
- Continuously staying abreast of industry trends and emerging technologies to remain at the forefront of innovation in the mechatronics field.
- Strong communication and leadership abilities, adept at collaborating with cross-functional teams to drive projects forward and deliver exceptional results.
- Proven problem-solving skills, capable of addressing complex engineering challenges and finding practical solutions to meet project requirements and deadlines.

Resume Details

Overview:-

With 14 years of dedicated experience as a Mechatronics Engineer, I have developed a robust skill set encompassing operations management, product management, project management, and the integration of cutting-edge technologies such as Internet of Things (IoT) and Artificial Intelligence (AI), Security and Defence, BMS, ELV and MEP.

In the realm of product management, I have successfully overseen the entire product lifecycle, from conceptualization to market launch. My strategic approach involves aligning technical capabilities with market demands, ensuring not only functionality but also global market relevance.

As a seasoned project manager, I specialize in leading cross-functional teams to deliver complex projects on time and within budget using Agile and Waterfall methodologies. Leveraging IoT and AI technologies, I have spearheaded projects that push the boundaries of automation, predictive maintenance, and data-driven decision-making. My commitment to staying at the forefront of technological advancements ensures that projects under my guidance are not only state-of-the-art but also future proof.

Furthermore, my professional network includes strong connections with European companies, enriching my experience with diverse perspectives and collaborative opportunities. Having worked on projects with global implications, I have successfully implemented Digital Transformation solutions on an international scale. These projects span various industries, showcasing my adaptability and ability to tailor solutions to different cultural and regulatory environments.

Professional Experience

System Security Solutions (3S)

2023 – to date

*As a **Supreme Authority for Industrial Security (SAIS Design and Estimation Engineer)**, I am responsible for designing and developing comprehensive Class 1 to Class 4 security systems in full compliance with Supreme Authority for Industrial Security (SAIS) standards for critical infrastructure. I interpret and apply SAIS security directives to design system architectures that include CCTV (with LRDAS), perimeter barriers, intrusion detection systems (microwave and fiber optic), physical security barriers, under-vehicle screening, ICT infrastructure, and security lighting. I conduct site surveys and security zoning assessments to determine the optimal placement of devices based on risk classifications and SAIS guidelines. Additionally, I prepare detailed Stage 3 design packages, including system layouts, single-line diagrams, schematics, and network topologies, and I collaborate with internal stakeholders and SAIS-approved consultants to ensure full technical compliance. I lead the preparation of Material Take-Offs (MTOs), BOQs, and estimation models and ensure all technical submittals align with SAIS-approved products and certified components. Staying current with evolving SAIS regulations, I ensure that system designs remain forward compatible. I also support commercial and proposal teams by providing technical justifications and pricing inputs for tender submissions, and I coordinate with clients to present cost-effective, efficient solutions. I perform electrical load calculations, manage vendor communications, and mentor junior engineers, ensuring consistent quality and timely delivery across multiple projects.*

Accent Systems

2023 – to date

As a **Country Manager - Middle East and North Africa** (MENA) region for IoT Products and Solutions, my overarching responsibility is to oversee the strategic direction and operational execution of IoT initiatives within the designated geographic area. This entails developing and implementing comprehensive business plans tailored to the unique market dynamics and customer needs of the MENA region, while fostering strategic partnerships and alliances with key stakeholders. I am accountable for driving revenue growth, market penetration, and customer

satisfaction by championing innovative IoT solutions, managing cross-functional teams, and ensuring alignment with global business objectives. Additionally, I serve as the primary liaison between headquarters and regional offices, providing insights, feedback, and market intelligence to inform product development, marketing strategies, and go-to-market plans.

Obeikan Digital Solutions

2021 - 2023

As a **Senior Digital Transformation Manager**, I've accelerated my career in the IoT sector by leveraging my extensive experience in Product and Projects Management, showcasing a proven track record in leading cross-functional teams for product development and strategic marketing initiatives. Leading Engineering Teams encompassing Software Development and Projects Execution, I've designed cutting-edge solution architectures tailored to diverse business verticals including Smart Manufacturing, Smart Energy, Smart Utilities, Smart Healthcare, Smart Education, and Smart Transportation. I've tailored numerous energy efficiency solutions, advocating for energy conservation in various international events. Through connecting assets and implementing smart solutions, I've driven digital transformation both internally across business units and externally with potential partners. My responsibilities included preparing Business Pipelines, Budget Forecasts, and executive reports for board presentations, while supporting the sales team in crafting cost-effective techno-commercial proposals and aiding the marketing team in defining various pay-as-you-go pricing models. Committed to delivering impactful solutions, I've dedicated myself to supporting business growth and sustainability, including R&D efforts to test new products and prepare out-of-the-box POC demo kits and solutions. Emphasizing integration, I focused on integrating different platforms using APIs and various data parsing methodologies, enhancing operational efficiency and leading transformative projects on a global scale. Additionally, I've been recognized as a delegate and speaker at international conferences across the Gulf and Europe, contributing insights on the benefits and use cases of digital transformation.

Dalkia

2021 – 2021

As an **Operations and Maintenance Project Coordinator**, I refined my contractual service expertise by structuring the operational workflow of Dalkia's inaugural project in Saudi Arabia, specifically overseeing the Hard Services Facilities Management of Kingdom Tower. Recognizing the importance of tailored training within the team-based organizational structure, I identified and addressed the training needs of field workers responsible for maintaining Building Management Systems (BMS), Low Current, HVAC, Electrical, Mechanical, and Plumbing systems through on-the-job training methods. Additionally, I provided training to the regional team in Paris on building asset hierarchies within the CMMS software. Collaborating with the corporate team, I played a pivotal role in deploying the software and defining the criticality level of work orders based on asset management core components. Moreover, I supported the client's Store Management team in optimizing inventory levels by analyzing reactive and preventive work orders, facilitating the procurement process from vendor identification to purchase requisition and approval. I liaised with the client's Procurement team to ensure the selection of qualified vendors, adherence to pricing and quality standards, and timely issuance of purchase orders. Monitoring key performance indicators, I mentored the technical team for performance improvement and prepared comprehensive monthly operational reports for both the Kingdom Holding Group and Dalkia Management, ensuring transparency and accountability. Additionally, I diligently followed up with the client's finance department for timely payment release, ensuring smooth financial operations.

Advanced Automation and Control Systems

2017 – 2020

As a **Project Manager and Sales Consultant**, I've elevated my expertise in Organization Improvement, playing a pivotal role in driving the Company's GDP growth, as directed by stakeholders, resulting in an impressive 30% revenue surge in targeted overseas markets. My responsibilities encompassed managing client relationships, ensuring satisfaction, and exploring avenues to enhance product appeal. Additionally, I meticulously managed projects, ensuring timely completion within budgetary constraints. This involved developing and overseeing detailed project plans, along with associated KPIs, while coordinating with internal teams and external vendors for seamless execution. Regular project progress meetings were scheduled and attended to identify

and address blockers promptly. Furthermore, I prepared and managed financial models, ensuring accurate revenue reflection in company accounts. Presenting quarterly and annual progress reports to stakeholders, I provided insights into product and business development. Leading the R&D team, I aligned their efforts with stakeholder vision and emerging technology trends, particularly emphasizing Energy Efficiency Solutions through IoT technology adoption. Agile methodologies were implemented in product development, resulting in a notable 20% reduction in time-to-market and enhanced collaboration. Demonstrating advanced product knowledge, I generated leads and supported pre-sales teams in preparing technical and commercial proposals. Collaborating closely with the marketing department, I contributed to developing commercial strategies that led to a significant 25% increase in user acquisition within the first quarter. Supervising Projects Functional Managers, I ensured system functionality validation and oversaw system commissioning, participating actively in Mockup and Final System Inspections and handover processes. Following up on client invoices and payment terms, I initiated support tickets with vendors for aftersales assistance and immediate troubleshooting. Additionally, I established channels with new hardware and software vendors based on market needs and technology trends, ensuring the company remained at the forefront of innovation and competitiveness. I also managed the Facilities Management and Digital Turnkey Projects, overseeing daily operations of Digital Products Development and the Human Resources Department. This involved ensuring efficient functioning and coordination across these diverse areas to support overall business objectives seamlessly. Furthermore, I took charge of Financial Operations under 1 Billion Saudi Riyals, which included financial modeling of different business units, preparing budgets, monitoring budget forecasts, and ensuring the allocation of dedicated revenue at yearly turnovers through comprehensive analysis of break-even points and profit targets. I also monitored and controlled cash flow related to various business activities such as tenders, direct purchase order projects, marketing campaigns, asset management, and internal employee engagement activities like payroll management.

Saudi Controls

2014 – 2017

As a **BMS Project Engineer**, I was involved in supporting Project Management and Contracting Personnel in bid analysis and contract negotiations, ensuring optimal terms for project execution. I meticulously prepared detailed input/output summaries and estimate sheets for various projects, interacting with multiple organizations to review and discuss project scope and estimation basis while offering consultation on company estimating methods and procedures. To stay abreast of estimating advances, I continuously reviewed technical literature, engaged with contractors, visited construction locations, and participated in professional meetings. Utilizing inputs from the engineering department and technical commissioning supervisors, I developed technical proposals and designed, configured, and commissioned building management systems in accordance with contract documents, including flow drawings, sequences of operations, bill of material, network layout, and electrical schematics. Additionally, I designed detailed engineering of control and instrumentation schemes, selected field devices, and prepared VAVs flow calibration sheets, while also overseeing subcontractors and main contractors' work related to installation and termination. I managed project pending work, commissioning progress, schedules, and blocking points reports, and developed and tested programs for system operation. Integration of equipment and devices using BACnet over IP and LON over IP protocols, programming Distech Controls DDC Controllers, configuring servers, preparing RFIs, conducting inspections, and generating as-built drawings were all integral components of my responsibilities in ensuring project success.

Dr. Sulaiman Al Habib Hospital

2014 - 2015

As an **Internee Mechanical Engineer**, I meticulously planned and executed regular maintenance tasks to uphold equipment functionality, ensuring uninterrupted operations. Addressing equipment breakdowns and diagnosing faults, I adeptly delegated repair tasks to the technical team, overseeing their activities to ensure timely resolution of job orders. Additionally, I supervised the housing and hospital maintenance technical staff, guaranteeing swift responses to maintenance requests. Maintaining operational efficiency across all systems, I analyzed recurring system failures to implement proactive measures. Furthermore, I closely monitored and controlled maintenance

costs to align with budgetary constraints, coordinating special procurement activities for fixtures, fittings, and components as needed. Addressing phone calls and complaints related to hospital or housing maintenance, I adeptly rearranged team schedules based on priority, ensuring optimal service delivery.

ATACO

2012 - 2014

As a **BMS Engineer**, I provided invaluable support to Project Management and Contracting Personnel by assisting in bid analysis and contract negotiations, ensuring favorable terms for project execution. I meticulously prepare detailed input/output summaries and estimate sheets for various projects, collaborating with multiple organizations to review and discuss project scope and estimation basis, while offering consultation on company estimating methods and procedures. To stay abreast of estimating advances, I continuously review technical literature, engage with contractors, visit construction locations, and participate in professional meetings. Leveraging inputs from the engineering department and technical commissioning supervisors, I develop technical proposals and design, configure, and commission building management systems in alignment with contract documents, including creating flow drawings, sequences of operations, bills of material, network layouts, and electrical schematics. Additionally, I oversee the design of detailed engineering for control and instrumentation schemes, select field devices, and prepare VAVs flow calibration sheets. I also supervise subcontractors and main contractors' work, ensuring adherence to installation and termination standards, while also managing project documentation and conducting inspections to ensure quality and compliance. Throughout these processes, I maintain a keen focus on meeting project objectives efficiently and effectively.

Technical United Works Co

2011 - 2012

As a **Maintenance Engineer**, I ensured the smooth operation of all systems, including High Energy X-Ray Car and Truck Scanners, across various borders of Saudi Arabia. This involved diagnosing breakdown problems, analyzing repetitive system failures, and implementing effective solutions to maintain continuous functionality. Additionally, I established forecasting processes and monitored maintenance costs to optimize budget allocation, while conducting quality inspections to uphold standards. Coordinating specialist procurement for fixtures, fittings, or components from suppliers such as Smiths-Heimann and Technical United Systems, I assessed equipment needs and implemented replacement programs as necessary. I meticulously prepared daily, weekly, and monthly maintenance reports, complete with system efficiency charts, to track performance and inform decision-making. Executing preventive and corrective maintenance schedules, I ensured system reliability and longevity. Supervising the relocation of systems between borders and facilitating handover to clients, I maintained communication with 24-hour hotline technical support from Varian Medical Systems and Smiths Heimann Cargo Vision, ensuring swift resolution of any technical issues that arose.

Dalfa Technologies

2011 - 2011

As an **internee Electrical Engineer**, I offered comprehensive servicing and maintenance support for Riso Products, ensuring their optimal performance and longevity. Additionally, I was responsible for the installation of the Wavetec Queuing and Kiosk System, a critical component in enhancing customer experience and operational efficiency. This involved programming the active controllers and configuring the active hubs to seamlessly integrate the system into the existing infrastructure. Through meticulous attention to detail and technical expertise, I ensured smooth operations and reliable functionality of both Riso Products and the Wavetec Queuing and Kiosk System, contributing to overall business success and customer satisfaction.