



QINDIL IBRAHIM

Operations & Development Engineer

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03/12/1995

Profile

Mechatronics Engineer with stage academic and practical expertise in **Automated Production** lines **Specialty** in management And development of operations & new business plans and coordinating in diverse operational departments.

Professional Experience

Business Development Manager, AJ STEEL TUBES & PIPES

12/2023 – 09/2025

ABU DHABI, UAE

- Lead national and export sales for ERW carbon steel pipes and tubes across industrial sectors.
- Manage key accounts and long-term client relationships.
- Oversee pricing, contract negotiation, and deal structuring.
- Coordinate with production, logistics, and QA to ensure client satisfaction and timely delivery.
- Analyze market trends and competitor activities to identify growth opportunities.
- Report performance metrics to executive leadership and support strategic planning.
- Identified new markets and customers for ERW steel pipe products.
- Built and maintained relationships with clients, contractors, and distributors.

Operations Manager, *The High Fence Factory for Industries*

08/2022 – 11/2023

Riyadh, KSA

- Manage day-to-day factory operations for efficiency, safety, and compliance.
- Measures effectiveness and efficiency of operational processes both internally & externally and Identifying areas of improvement and escalate issues as well as possible solutions to upper management and stakeholders.
- Manage administrative and financial tasks with teams for authorities to ensure compliance with regulations and requirements.
- Oversee the logistics and technical aspects of projects, ensuring successful implementation and customer satisfaction.
- Build and maintain strong relationships with clients & suppliers.
- Lead & collaborate cross-functional teams to execute strategic initiatives & projects.
- Participates in the development and preparation of short-term and long-range plans and budgets based upon broad organization goals and objectives.

Operations Manager, *AL_-Banaoun ALMAHARA CONT. EST.*

08/2020 – 08/2022

Riyadh, KSA

- Managing the day-to-day operations of the Warehouse.
- Optimize Production process to meet quality standards & customer demands.
- Maintain equipment, troubleshoot issues, and implement preventive maintenance. .
- Collaborating with other department heads to ensure smooth & coordinated operations.
- Following up after initial contact, securing and renewing orders negotiating prices, completing sales, and arranging deliveries.
- Researching, developing and modifying products to meet customers' technical requirements and needs.
- Training other members of the sales team on the technical aspects of the company's products and services.
- Oversee the technical aspects of projects, ensuring successful implementation and customer satisfaction.
- Coordinate with internal teams to meet project timelines and objectives.
- Build and maintain strong relationships with existing and potential suppliers in the manufacturing sector.

Operations & Production Engineer, Unifab CO.

08/2019 – 08/2020

Riyadh, KSA

- supervising the day to day operations of the facilities.
- supervising operations & Production of the **CNC** machine (Framecad).
- Planning and supervision **PM & EM** of the Production lines.
- Collecting and analyzing **PMR** and **EMR** to coordinate with vendors on improvements and requirements .
- Ensuring safe practices upon the factory facilities.
- Liaising with other engineers to develop plans that improves production.
- Managing the operations of the production lines from the raw materials to the storing of the finished goods.
- Ensuring and supervising the **QC&QA** of the raw materials and finished products.

Technical skills

Strategic Planning & Business Operations	● ● ● ● ●	AutoCAD / Engineering drawings Knowledge	● ● ● ● ●
CNC & Robotics Machines	● ● ● ● ●	Quality Assurance & Control	● ● ● ● ●
Project Management	● ● ● ● ●	Manufacturing Knowledge	● ● ● ● ●
Process Improvement (Kaizen)	● ● ● ● ●	Production Supervision & Planning	● ● ● ● ●
Supply Chain & Logistics Management	● ● ● ● ●	Manufacturing Development	● ● ● ● ●
KPI Development & Performance Monitoring	● ● ● ● ●	ERP Systems (CSoft, CSAT, Dynamics)	● ● ● ● ●
Resource Planning & Workflow Optimization	● ● ● ● ●	Risk Assessment & Compliance	● ● ● ● ●
Procurement & Inventory Control	● ● ● ● ●	Data Analysis & Reporting (Excel, Power BI,)	● ● ● ● ●



Soft skills

Adaptability in Fast-paced Environments	● ● ● ● ●	Cross-functional Team Leadership & Staff Development	● ● ● ● ●
Cross-functional Collaboration	● ● ● ● ●	Strong understanding of operational and productional applications and processes	● ● ● ● ●
Budgeting and Sales	● ● ● ● ●	Conflict Resolution & Problem Solving	● ● ● ● ●
Business Strategy & Market Expansion	● ● ● ● ●	Strategic, Tactical & Operational Planning	● ● ● ● ●
Coaching & Mentoring	● ● ● ● ●	Operations & team Coordination	● ● ● ● ●
Advertising & Marketing	● ● ● ● ●	Effective Communication (verbal & written)	● ● ● ● ●
Stakeholder Engagement & Relationship Building	● ● ● ● ●	Time Management & Prioritization	● ● ● ● ●
Critical Thinking & Analytical Mindset	● ● ● ● ●	Customer-Centric Mindset	● ● ● ● ●
Delegation & Accountability	● ● ● ● ●		

Education

Bachelor of Mechatronics Engineer, <i>Shandong University of science And Technology</i>	2014 – 2018 Qingdao, China
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Languages

Arabic Native		English Fluent	
Chinese	