

SHARIF ULLAH

WhatsApp: +966 0553066937 | Email: sharif.wazir1987@gmail.com | LinkedIn: :linkedin.com/in/sharifullah1987 | Jubail, Saudi Arabia Transferable Iqama – Ready to Join Immediately

Business Development Manager | General Manager | Tender & Contracts Specialist GCC Market Expertise

PROFESSIONAL SUMMARY

Accomplished Business Development & Operations Professional with 14+ years of experience as a Business Development Manager, General Manager, and Tender & Contracts Specialist, securing AED 75M+ in contracts and achieving a 60% tender win rate across construction, oil & gas, and transport projects. Increased revenue by 30% in one year, optimized operations for 150+ vehicles and 200+ personnel, and improved cost efficiency by 12–18% while delivering projects on time across Pakistan, UAE, and GCC markets.

WORK EXPERIENCE

Business Development Manager

Aug 2019 – Sep 2025

Tribal Global Construction Co. – Pakistan

- Led tendering, proposal development, and bid submissions for the Tangi Multipurpose Dam Project, boosting proposal accuracy and increasing competitive scoring by 40% across evaluated packages.
- Accelerated technical clarifications by enhancing coordination with WAPDA, consultants, and engineering teams, reducing submission turnaround time by 25%.
- Strengthened contract and documentation controls, cutting compliance deviations by 30% and improving audit readiness.
- Developed stakeholder communication frameworks that increased client engagement effectiveness by 35% and enhanced relationship continuity across project stages.
- Improved project planning, cash flow forecasting, and performance tracking, raising reporting accuracy by 45% through standardized dashboards and progress matrices.
- Secured 12–15% vendor and subcontractor cost reductions through competitive sourcing and rigorous commercial evaluations.

Business Development & Operations Manager – Bannu West Oil & Gas Project (MPCL)

Aug 2022 – Sep 2025

Tribal Global Construction Co. – Pakistan

- Directed business development and field operations for MPCL's Bannu West project producing 39.12 MMSCFD gas and 1,010 BPD condensate, increasing production continuity by 18%.
- Enhanced logistics, procurement, and HSE workflows, cutting operational delays by 22% through route optimization and proactive field coordination.
- Improved safety, environmental, and technical compliance ratings by 40% through alignment with MPCL, regulators, and government authorities.
- Optimized heavy equipment and fleet allocation, increasing utilization by 30% and reducing equipment idle time by 20%.
- Introduced cost-control frameworks that decreased project expenses by 12–18%, strengthening operational profitability.
- Facilitated strategic energy and infrastructure initiatives aligned with Saudi Vision 2030 by coordinating technical partnerships and operational inputs.

General Manager

Jul 2014 – Jun 2019

Abdullah Nasir Transport – Abu Dhabi, UAE

- Directed company operations generating AED 75M+ annual revenue, overseeing 200+ staff and 150+ heavy vehicles, and improving service reliability by 35%.
- Increased fleet utilization by 30% through optimized scheduling, fuel planning, and equipment rotation that minimized downtime.
- Reduced operational and maintenance costs by 18% using vendor renegotiations, preventive maintenance programs, and efficient route planning.
- Maintained full compliance with UAE transport and HSE regulations, achieving zero major violations over five years.
- Secured and retained major clients (Target, ABBLE Middle East, Desert Transport), increasing contract retention by 40%.
- Implemented workforce planning and performance systems that cut operational delays by 28% and improved inter-departmental productivity.

Public Relations Officer (PRO)

Jun 2011 – Jul 2014

Abdullah Nasir Transport – Abu Dhabi, UAE

- Streamlined legal documentation across MOHRE, GDRFA, Emirates ID, and Chamber of Commerce, reducing processing timelines by 40%.
- Processed visas, labor contracts, renewals, and compliance documents with 100% regulatory adherence.
- Decreased documentation errors by 60% through quality checks and standardized tracking systems.

United Bank Limited, Pakistan

- Managed cheque security, cash receipts, and payments, ensuring accurate processing and strict adherence to banking policies.
- Handled utility bill collections and facilitated new account creation, providing efficient and courteous customer service.
- Assisted in the remittance department, preparing and issuing demand drafts while maintaining compliance with bank regulations.

KEY PROJECTS**Tangi Multipurpose Dam Project – Phase I & II (WAPDA)****Role: Business Development Manager | May 2024 – Sep 2025**

- Directed tendering, proposal submissions, and contract documentation, achieving a 60% tender win rate across multi-phase dam and civil works.
- Coordinated WAPDA, consultants, and site teams, reducing project delays by 25% and ensuring on-time milestone completion.
- Negotiated with vendors and subcontractors, delivering 12–15% cost savings while maintaining quality and compliance.

Bannu West Oil & Gas Project – MPCL**Role: Business Development & Operations Manager | Aug 2022 – Sep 2025**

- Oversaw hydrocarbon operations producing 39.12 MMSCFD gas & 1,010 BPD condensate, increasing production continuity by 18%.
- Optimized logistics, procurement, and fleet utilization, improving operational efficiency by 30% and reducing delays by 22%.
- Implemented cost-control measures that lowered project expenses by 12–18% while maintaining full regulatory compliance.

KEY ACHIEVEMENTS

- Secured AED 75M+ in contracts across UAE and Pakistan.
- Achieved 60% tender win rate from 55+ RFQs/RFPs.
- Increased business revenue by 30% within one year.
- Reduced operational costs by 12–18% across multiple projects.
- Managed 150+ vehicles and 200+ personnel, improving efficiency by 30%.
- Contributed to production of 39.12 MMSCFD gas & 1,010 BPD condensate at MPCL Bannu West.

PROFESSIONAL TRAINING & CERTIFICATIONS**Contract & Tender Management****Business Administration & Leadership****Document Control & Business Communication****MS Office, ERP Basics, CRM, BOQ Pricing****QuickBooks, Peachtree****UAE Driving License****EDUCATION****MBA – HR & Finance** | Sarhad University of Science & IT, Pakistan

Sept 2007 - Sept 2009

MS – Islamic Studies | Jamia Tur Rasheed, Pakistan

Aug 2020 - July 2024

Diploma in Information Technology (DIT)

May 2018 - May 2019

TECHNICAL SKILLS

MS Office | MS Word | MS Excel | MS PowerPoint | QuickBooks | Peachtree | ERP Systems | CRM Tools | Tender Portals | BOQ Software | Documentation Tools | Pricing Tools | Fleet Management Tools | Scheduling Software | Procurement Systems

LANGUAGES**English** – Fluent | **Arabic** – Fluent | **Urdu** – Fluent | **Hindi** – Good | **Pashto** – Native