

ADNAN HIJJAWI

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SUMMARY

Knowledgeable Company Director with vast experience overseeing whole lifecycle of operations from initial concept to execution. Proven success in aligning operations with business objectives to achieve consistent company growth. Resourceful team player with excellent communication skills. Leverage my extensive management experience to mentor new generations, particularly in delivering projects under extreme pressure and challenging conditions, especially for high-stakes, time-critical projects

EXPERIENCE

04/2022 to Current

Chief Operation Officer

Gulf Co-operation Symbols Cont. Co. Ltd. - Khobar, Saudi Arabia EPC Projects:

- Aramco Security Complex - Client: Aramco - Value: SAR 268 million.
- South Ghawar Program - Client: Aramco / JGC - Value: SAR 72 million.
- Berri Program - Client: Aramco / SAIPEM - Value: SAR 289 million.
- Marjan Program - Client: Aramco / Tecnicas Reunidas - Value SAR 83 million.
- Schools Project - Client: TBC - Value: SAR 113 million.
- Sadeen Town House - Client: Ministry of Housing - Value: SAR 72 million.
- Haradh Program - Client: Aramco / Tecnicas Reunidas - Value: SAR 70 million.
- Construction of 45 Imam Villas - Client: RC Jubail- Value: SAR 90 million.
- Director of the Following NEOM projects:
 - NEOM – Pioneer Camp Expansion (EPC contract)- Client: NEOM – Value: SAR 199 million.
 - NEOM – THE LINE Hub Site Office Extension (720) (EPC contract)- – Client: NEOM – Value: SAR 173 million.
 - NEOM - HIDC (Hydrogen Innovation Development Centre), ISF (EPC contract)- – Client: NEOM – Value: SAR 165 million.
 - NEOM Laws Mountain (EPC contract)- Client: NEOM – Value: SAR 50 million.

Roles and Responsibilities:

- Developed strategic plans based on market research and industry trends.
- Expanded the customer base by acquiring new clients and identifying their needs to deliver relevant solutions
- Oversaw budget to verify expenditures, assets and liabilities, maintaining low costs with quality standards.
- Communicated with clients to meet fiduciary obligations, strengthen **relationships** and define client objectives.
- Established clear and effective policies for standardization across different areas of operations.
- Led organization, established business direction and actualized operational plans to meet goals.
- Harnessed market gaps by utilizing innovative concepts and creative **approaches**, increasing year-end profits.

01/2006 to 04/2022
2019 to 2022.

Oil & gas projects construction and management
SVP Consultant / GM for Mizat Al-khaleej
Mizat Al-Khaleej Holding Company - Khobar, Saudi Arabia Rules and
Responsibilities:

- Negotiated high-value contracts with key stakeholders, securing favorable terms that supported long-term business goals.
- Delivered keynote presentations at industry conferences, positioning the company as a thought leader in its sector.
- Reviewed and refined operational processes.
- Analyzed market trends and competitor activity to inform strategic planning and maintain competitive advantage.
- Facilitated successful change management initiatives, minimizing disruption and maintaining workforce morale during transitions.
- Developed strategic sister companies focused on trenching and side boom fabrication based on market demand.
- Developed and maintained relationships with major clients, resulting in sustained revenue growth and a 95% client retention rate.
- Managed high-value projects within cost, quality and timeframe targets through professional team coordination.

Companies under Mizat Holding Company established upon market detailed study: Mizat Heavy Industry Company - Annual turnover SAR 150 million Company Range and Specialty:

- Line production and low beds (all sizes) - Side booms (60 – 120 tons)
- Pipe dollies.
- Trenching machines.
- Fully Automated welding station (Crawler Mobile)
- Mizat Thrust Boring and Trenching Company - Annual turnover SAR 120 million sizes from 8 up to 80 inches diameter.
- Mizat Development and Maintenance Company - Annual turnover SAR 130 million.
- Mizat Heavy Equipment Lease - Annual turnover SAR 120 million.
- Mizat Non-Destructive (AUT) Testing and Hydrotesting - Annual turnover SAR 70 million.
- Managed annual budgets, optimizing resource allocation and cost management to achieve financial objectives.
- Designed automation solutions for manual workflows to improve operational and financial efficiency.

01/2006 to 01/2014

General Manager

Faisal Mohammed Qahtani (FMQ) - Khobar , Saudi Arabia Projects:

2006 - 2008, Client: Saudi Aramco, As Construction manager

Uthmanyah to Shedgum pipeline, Value: SAR 110 million.

Shedgum to Juaymah pipeline, Value: SAR 98 million.

Jubail to Dammam Water Line Supply, Value: SAR 70 million.

2008 - 2010, Client: Saudi Aramco, As project manager

Khurais Field Trunk Lines and Wells, 500 Km Trunk Lines and 456 wells, Value: SAR 900 million.

Project was over handed 6 months ahead of M.S stone, the project consists of:

- 1) 200 oil wells
- 2) 200 injection water wells
- 3) 56 observation wells
- 4) 450 km trunk lines and 500 km flow lines
- 5) 500 km OHPL
- 6) 12 MVs
- 7) 2 remote headers

During the construction of this mega project FMQ established:

- 1) Core of thrust boring department for hard rock areas.
- 2) Fully automated fabrication shop for spools and tie-ins
- 3) Fabrication shop of structural steel
- 4) Core of hydrotesting department (Got Aramco vendor number)
- 5) Fence factory for all approved types (Got Aramco vendor number)
- 6) New department for NDT by using UT testing and got the first approval (in KSA) of Aramco for this system (Got Aramco vendor number)
- 7) New department for heavy equipment lease (more than 400 crawler equipment)
- 8) Construction of TCF (offices/ accommodations/ fabrication shop/ clinics/ restaurant/ mosques/ stores...etc)

2010 - 2012, Client: Saudi Aramco As General Manager

Shaybah Connection Trunk Lines, 200 Km trunk lines 24" - 44" 44" pipe line with wall thickness more than 1.25", Value: SAR 210 million.

2012 - 2014, Client: Saudi Aramco.

Kharasanyah and Fadhili Wells, 44 Oil Wells, Value: SAR 85 million.

Rules and Responsibilities:

- Boosted profit opportunities, analyzing cost, contract performance and risk for corrective action.
- Developed systems and procedures to optimize efficiency and quality.
- Built and maintained loyal, long-term customer relationships through effective account management and rapport building.
- Hired, coached and trained staff, monitored performance and offered mentoring to junior team members.
- Directed safety operations and maintained clean work environment in adherence to HSE requirements.
- Promoted business profitability by tracking performance indicators and driving corrective action.
- Promoted revenue by analysing profitability and key metrics.
- Sourced and developed sales leads to increase client base.
- Collaborated with support personnel to solve diverse issues impacting different areas of operations.
- Negotiated contracts with suppliers, securing favorable terms.
- Facilitated professional development workshops, upskilling staff and promoting internal talent progression.

- Cultivated strong relationships with stakeholders, including investors, partners, and regulatory bodies.
- Managed financial budgets, forecasting, and reporting, ensuring fiscal responsibility and sustainability.
- Evaluated departmental performance and developed improvements to key operations.

01/2004 to 01/2006

Project Manager

CCC - Doha , Qatar Projects:

Ras Laffan Pipeline Corridor

- Pc project (procurement and construction) of pipe line and racks for liquid gas loading.
- The project to build pipeline racks at Ras Laffan quay for 8 (44" pipes)
- Managed traffic control for all structures at the quay
- Apply strict safety procedures at quay for all companies
- Using multiple metal alloys to restrict 6 sever H_2S presence at quay zone such as Corton steel plates
- Using fast annotated special forms for concrete casting using special additions for concrete to remove fin marks within 6 hrs
- Quay was fully with 8 loading arms Halool Island Port.
- Project was to build a quay port on offshore project more than 1,000 miles (600 mm up to 1100 mm) (8-12 mm under water)
- On top concrete status width 22 mm of fully equipped with loading arms Rules and Responsibilities:
- Managed client expectations with professional, considered approach to projects.
- Reviewed performance against targets, appropriately identifying and managing risks and opportunities.
- Delivered presentations and briefings to senior teams and incorporated changes into project workflows.
- Led and motivated project team to meet and exceed project KPIs.
- Communicated progress updates to various stakeholders to secure further funding for project activities.
- Drafted policy documents in collaboration with stakeholders and managed vendor contracts by assigning tasks and communicating deliverables.
- Applied successful project management techniques to enable project delivery within budgetary and time constraints.

09/1985 to 01/2004

Site Engineer

Hawamdeh - Amman , Jordan

Progressed through multiple roles, from Site Engineer to Operations Manager, at

- Selected and mentored senior staff, creating successful leadership team.
- Built successful business culture focused on performance optimization and goal attainment.

Hawamdeh Company.

Project managed and handed over to clients

- Philadelphia University (12 months project)
- zaytoona University (18 months project)
- Al-Hussain Cancer Center (12 months project)
- Abu-Obaida Mosque Complex (Huge icon in Jordan Vally, 2 years project)
- King Hussain Royal Palaces in Amman
- King Hussain Club (luxurious building in Jabal Amman with Fancy furniture and equipment)
- Royal King Abdullah Palaces in Aqaba southern Jordan
- North west Amman water networks upgrades

SKILLS

Process Improvement
Motivational leadership
Financial analysis and planning

Operations management
Risk management expertise
Consulting

EDUCATION

1985

Civil Engineer
Jordanian University - Amman
B+ Graduate SCE
Membership

LANGUAGES

Arabic: Mother Tongue Language
English: Proficient