

ABDULMAJEED QASEM OTHMAN AHMED

Managing Director (EPC)| CEO | General Manager | Head of Operations Head of contracting

PERSONAL DETAILS

Jeddah, Saudi Arabia

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PROFILE

Aspiring a challenging Leadership assignment in C-level capacity, to drive Engineering/Project Management/Business Management initiatives, leveraging multifaceted competencies, rich skills and vivid experience gained so far, with a unique blend of technical expertise in the Engineering field as well as Business Management/Development competencies, thus accomplishing organizational growth objectives and deliver outstanding, value-adding results aligned to corporate vision, mission, values and objectives. Strategy-oriented, result-driven, and achievement-oriented Business Leader, with over 27 years of leadership experience in Construction Management, Projects Management, Production Management, Quality Management, coupled with leadership experience in overall operations management, providing oversight and control of all business functions such as HR, Finance, Production, Engineering QA/QC, Business Development, and Sales. Excellent ability to mastermind regional/global business plan, develop and set footprint in new markets, create sustainable revenue opportunities, commercialize and position products/services/brands, thus taking organization to next level of excellence.

EDUCATION

Master of Business Administration (MBA)

Jun 2012

MGU

Grade: Very Good

Bachelor's Degree in Business Administration

2003

Taiz University

Grade: Good

Diploma in Electrical, Mechanical & Electronics Engineering

Feb 2000

Al Saeed College

Grade: Excellent

Bachelor's Degree in Civil Engineering

Aug 1998

Corlin University

Grade: Very Good

EMPLOYMENT

General Manager

May 2023 – Present

International Jazan Company | Esnad Alomraniyah | White Shathrawan, Saudi Arabia

Responsibilities:

- Oversee all company operations from project execution and financial management to team leadership ensuring strategic goals profitability and efficient project delivery for construction projects.
- Provide strategic leadership by setting company vision, defining long-term objectives, and aligning organizational resources to achieve sustainable growth and competitive advantage in the construction sector.
- Direct operational oversight across all departments including engineering, procurement, quality control, and site management to ensure seamless project implementation and adherence to contractual obligations.
- Manage financial performance through comprehensive budgeting, cost control measures, cash flow management, and financial reporting to stakeholders while maintaining profitability targets.
- Lead team management initiatives by recruiting, developing, and retaining top talent, fostering collaborative work environment, and ensuring workforce capability matches project demands.

Managing Director

Jan 2016 – Mar 2023

Al Ameri International Group

Responsibilities:

- Oversee all company operations, set strategic direction, ensure profitability, and lead the executive team to achieve organizational goals while reporting to the board of Directors.
- Develop and execute company strategy by conducting market analysis, identifying growth opportunities, formulating business plans, and establishing operational frameworks across multiple countries.
- Manage daily business activities and resources including project portfolios, human capital, financial assets, and supply chain operations to optimize efficiency and deliver value to stakeholders.
- Direct financial health and profitability through strategic investment decisions, revenue optimization, cost management, and maintaining strong banking relationships to support expansion initiatives.
- Lead the executive team and represent the company in negotiations with government entities, major clients, investors, and strategic partners to enhance corporate reputation and secure business opportunities.

Head of Production & Contracting Division

Dec 2012 – Jan 2016

Al-Wajeeh Holding Company, Abha, Saudi Arabia

Responsibilities:

- Directed production and contracting operations across multiple business verticals, managing a comprehensive portfolio of concurrent infrastructure and commercial construction projects, consistently achieving exceptional on-time delivery rates and exceeding client expectations.
- Championed cost optimization and operational efficiency programs that significantly reduced production costs while maintaining superior quality standards, implemented lean construction methodologies, and streamlined procurement processes resulting in improved profit margins across all projects.
- Cultivated strategic partnerships and relationships with government entities, private sector clients, and key stakeholders throughout the Southern Region, successfully securing major contracts and substantially expanding the company's market presence and competitive positioning.
- Established comprehensive QA/QC frameworks and HSE protocols across all project sites, achieving outstanding safety records with zero lost-time incidents, ensuring full compliance with Saudi Building Codes and international safety standards, and receiving multiple client commendations for excellence in safety management.
- Led organizational capability development and team building by recruiting, training, and mentoring cross-functional teams of engineers, project managers, site supervisors, and technical specialists, implementing competency development programs that significantly enhanced team technical capabilities and improved overall project execution quality.

Project Engineer then Project Manager

May 1998 – May 2006

Hayel Saeed Anam Group, Taiz, Yemen

Responsibilities:

- Oversee all phases of construction projects ensuring timely, on-budget, and quality delivery by managing resources, teams, and stakeholders from planning to completion.
- Execute planning and budgeting activities by developing detailed project schedules, cost estimates, resource allocation plans, and procurement strategies aligned with client requirements.
- Coordinate resource management including workforce deployment, equipment utilization, material procurement, and subcontractor supervision to maintain project momentum and prevent delays.
- Monitor execution and oversight throughout project lifecycle by conducting site inspections, reviewing progress reports, resolving technical issues, and ensuring compliance with specifications.
- Facilitate communication among project stakeholders including clients, consultants, contractors, and internal teams to maintain transparency, manage expectations, and address concerns promptly.
- Ensure quality standards and project closeout by implementing inspection procedures, conducting final testing, obtaining client acceptance, and delivering comprehensive documentation.

PROJECT PORTFOLIO

- Factory Implementation Projects: Oil, Plastic, Biscuits, Milk, Sugar, Cement, Ready Mix Plant, Block, Soap, Package, Steel, Water, Juice, Yogurt (Yemen, Saudi Arabia)

Infrastructure Projects:

- Asphalt Roads Projects (Yemen, Saudi Arabia, Oman)
- Bridges Projects (Saudi Arabia, Oman)
- Hospitals Projects (Yemen)
- Hotels Projects (Saudi Arabia)
- Schools (Yemen, Oman)
- Housing Projects (Yemen, Oman, Saudi Arabia)
- Telecom Projects (Saudi Arabia)
- Electric Projects: Low Voltage, High Voltage, Substations (Yemen, Saudi Arabia)
- Water Projects: Pipelines, Dams, Sewerage (Yemen, Oman, Saudi Arabia)
- Malls Projects (Yemen, Oman, Saudi Arabia)
- Warehouse Projects (Yemen, Saudi Arabia)
- Transportation Projects (Yemen, Oman, Saudi Arabia)

Specialized Projects:

- Crushers Factory Projects (Yemen, Saudi Arabia)
- Asphalt Factory Project (Saudi Arabia)
- Water Treatment Factories (Yemen)
- Rain Water Collecting Projects
- Oil Pipelines Projects
- Oil Pump Station Projects
- Oil Refinery Project
- Construction Machinery Workshop Project

COURSES

Internal Quality Auditor Training based on ISO 9001 Quality Esnad, Saudi Arabia	May 2015
Awareness Training Program based on ISO Quality Esnad, Saudi Arabia	Dec 2013
3D Studio MAX Hayel Saeed Anam Group, Yemen	May 2005
Quality Control System Hayel Saeed Anam Group, Yemen	2005
First Aid Course Hayel Saeed Anam Group, Yemen	2004
Works Regulator System Hayel Saeed Anam Group, Yemen	2004
Admin Policies Hayel Saeed Anam Group, Yemen	2004
AutoCAD 3D Computer Academic Institute, Yemen	Oct 2003
AutoCAD 2D Computer Academic Institute, Yemen	Mar 2003
Finance Policies Hayel Saeed Anam Group, Yemen	2003
MS Word Al-Hadaf Center, Yemen	May 2002
Excel Al-Hadaf Center, Yemen	Mar 2002
English Language Taiz Universal Languages, Yemen	Nov 1999
MS Office (Word, Excel, PowerPoint), MS Project, DOS, Windows Various Training Centers	

AWARDS & RECOGNITION

Project Implementation Award – Raw Material Line Drawing Project from Ships Hayel Saeed Anam Group	2003
Model Employee Award Hayel Saeed Anam Group	2003
First Graduate in Class – Graduation Recognition Hayel Saeed Anam Group	2000
First in Class Recognition Recognition from Hayel Saeed Anam Group	1999

ACHIEVEMENTS

- Led and developed high-performing teams across multiple departments, resulting in improved project delivery times and enhanced organizational capabilities.
- Negotiated and secured multimillion-dollar contracts with government entities and major clients, contributing to sustained business growth and market presence.
- Directed successful multi-country expansion initiatives, establishing operational frameworks that increased global footprint and competitive advantage.

PERSONAL SKILLS

Strategic Thinking & Vision

Leadership & Team Building

Stakeholder Management

Problem-Solving & Decision-Making

Adaptability & Resilience

SOFTWARE SKILLS

AutoCAD 2D & 3D

Microsoft Office Suite

Microsoft Project

3D Studio MAX

DOS & Windows Operating Systems

CAREER SKILLS

- **Construction & Project Management:** Comprehensive expertise in managing complex construction projects from inception to completion, ensuring quality delivery, cost control, and stakeholder satisfaction across diverse sectors including industrial, commercial, and infrastructure development.
- **Operations & Business Management:** Strategic oversight of all business functions including human resources, finance, production, quality assurance, and supply chain to maximize operational efficiency, minimize costs, and drive profitability while maintaining organizational alignment.
- **Business Development & Market Expansion:** Proven ability to identify new market opportunities, develop winning business strategies, establish regional presence, negotiate contracts, and build sustainable revenue streams in competitive international markets.
- **Quality Assurance & ISO Compliance:** Deep knowledge of quality management systems, ISO standards implementation, internal auditing procedures, and continuous improvement methodologies to ensure organizational excellence and regulatory compliance.
- **Financial Planning & Budget Management:** Strong competency in financial analysis, budget preparation, cost estimation, cash flow management, and P&L oversight to support informed decision-making and maintain fiscal responsibility across operations.

LANGUAGES

Arabic | Native speaker

English | Very Good