

Dynamic Business Development Manager with over 19 years of experience in driving growth and enhancing productivity. Expertise in market analysis, value engineering, and project coordination, complemented by a strong track record of successfully managing cash flows and stakeholder relations. Notable achievements include streamlining processes that led to significant cost savings and improved project delivery timelines. Prepared to leverage skills and experience to create impactful business strategies and contribute to company success.

## WORK EXPERIENCE

### Business Development Manager

SM Consulting KSA

*Dammam, KSA*

*11/2023 – Present*

- Conducted a comprehensive analysis of market potential to strategically forecast annual plans for targeted projects
- Evaluated tenders and bids using the most effective methods to ensure optimal project selection
- Implemented value engineering strategies to enhance the working methodology, resulting in cost savings and increased productivity
- Facilitated coordination among diverse stakeholders to mitigate conflicts of interest in projects
- Reviewed project activity planning to align with timelines and achieve client satisfaction
- Monitored project cash flow in accordance with company requirements

### Business Development Manager

A.S.F Egypt

*Cairo, Egypt*

*02/2020 – 11/2023*

- Performed detailed market analysis to accurately forecast project plans for the year
- Reviewed tenders and bids optimally to secure the most advantageous projects
- Applied value engineering techniques to improve working methodologies and achieve significant cost savings
- Coordinated effectively with stakeholders to prevent conflicts of interest in project execution
- Assessed project activity planning to ensure compliance with project durations and client expectations
- Tracked project cash flow in alignment with organisational needs

### Business Development Manager

TCC - TAMIMI KSA

*Khobar, KSA*

*11/2017 – 02/2020*

- Analyzed market potential to forecast yearly project plans effectively
- Scrutinised tenders and bids to identify the most advantageous opportunities
- Utilised value engineering to refine working methodologies, achieving cost efficiency and enhanced output
- Collaborated with stakeholders to ensure project integrity and avoid conflicts of interest
- Evaluated project planning activities to adhere to timelines and client satisfaction
- Managed project cash flow in line with company objectives

## Project Manager

A.S.F Egypt

*Cairo, Egypt*

*01/2016 – 09/2017*

- Resolved technical problems on-site by liaising effectively with consultants and clients
- Developed comprehensive method statements and shop drawings to guide project execution
- Ensured production rates and quality standards were consistently monitored on-site
- Procured necessary materials while evaluating supplier performance based on the Engineer's vendor list and specifications
- Scheduled project activities to comply with overall timelines and meet client expectations
- Oversaw project cash flow in alignment with company financial needs
- Completed successful project handovers to Engineers, client representatives, and end users

## Senior Project Engineer

Nael & Bin Harmal Hydroexport U.A.E

*Abu Dhabi, UAE*

*09/2007 – 11/2015*

- Addressed and resolved technical issues on-site in collaboration with clients and consultants
- Crafted method statements and shop drawings to facilitate project implementation
- Monitored production rates and quality levels effectively on-site
- Procured materials and assessed suppliers against project specifications and the Engineer's vendor list
- Planned project activities to align with durations while ensuring client satisfaction
- Tracked project cash flow in accordance with organisational requirements
- Facilitated the handover process to Engineers, client representatives, and end users

## Site Engineer

Nael & Bin Harmal Hydroexport U.A.E

*Dubai, UAE*

*09/2006 – 09/2007*

- Resolved technical challenges on-site in collaboration with consultants and clients
- Drafted method statements and shop drawings for construction guidance
- Ensured monitoring of production rates and quality standards on-site
- Successfully completed project handovers to Engineers, client representatives, and end users

## EDUCATION

### BSC - Engineering

H.T.I

*Cairo*

*2000 – 2006*

## SKILLS

Project Management

Method Statement Preparation

Tender Analysis

Value Engineering

Cash Flow Tracking

Quality Control

Market Analysis

Stakeholder Coordination

Conflict Resolution

Team Leadership

Professional Experience

PROJECT NO.	PROJECT DESCRIPTION	CONTRACT VALUE	MAIN CONTRACTOR	CONSULTANT	CLIENT
	Construction of Sewerage, Storm water, Irrigation, Gas Using the Thrust boring methodology	550,000,000.00 SR	AL-YAMAMA & TCC-TAMIMI	Saudi Consolidated Engineering Company and others	Ministry of Environment, water & Agriculture
	Construction of multiple uses buildings for the armed forces of Egypt	30,000,000.00 EGP	A.S.F	Armed forces consultant office	A.F Egypt
O-1537	Construction of trunk sewers network & TSE infrastructure – Part 2	761,148,995.00 AED	Nael&Bin Harmal	HYDER CONSULTING MIDDLE EAST LIMITED	ADSSC
Yas Island Retail Mall	Construction of Sewerage ,Storm water, Irrigation ,Gas , Street Lighting ,Telecommunication , HV ,LV main networks and two Storm water Tanks	71,000,000.00 AED	Nael&Bin Harmal	HALCROW INTERNATIONAL &SHANKLAN COX	ALDAR-BSIX
Yas Island Ferrari Experience	Construction of Sewerage ,Storm water, Irrigation ,Gas , Street Lighting ,Telecommunication main network	55,000,000.00 AED	Nael&Bin Harmal	HALCROW INTERNATIONAL &SHANKLAN COX	ALDAR-BSIX
Yas Island Car Park	Construction of Sewerage ,Storm water, Street Lighting ,Telecommunication network	273,000,000.00 AED	Nael&Bin Harmal	HALCROW INTERNATIONAL	ALDAR
Yas Island Package 2B	Construction of Sewerage ,Storm water, Irrigation ,Gas , Street Lighting ,Telecommunication main network	830,000,000.00 AED	Nael&Bin Harmal	HALCROW INTERNATIONAL	ALDAR
Jumairah Village South	Construction of Sewerage , Irrigation main network	53,000,000.00 AED	Nael&Bin Harmal	KEO INTERNATIONAL	Palm water
DS173	Irrigation Main	1,000,000.00 AED	Nael&Bin Harmal	PARSONS INTERNATIONAL	DUBAI MUNICIPALITY
C-422	Construction of Sewerage ,Storm water, main network	62,000,000.00	Nael&Bin Harmal	Associated Consulting Engineers INTERNATIONAL	DUBAI MUNICIPALITY