

HUSSAM C. AHMADIEH

M: +97433891360 | hussam.ahmadieh@gmail.com

CAREER SUMMARY

Dedicated business development engineer who has networked with Oil & Gas and Energy and clients in Qatar. Accomplished manager with comprehensive sales knowledge, commercial acumen and strong communication and problem solving skills. Results oriented with ten years of experience mainly focused in the Oil & Gas and Energy services sector.

PROFESSIONAL EXPERIENCE

Kelvion, Doha | Qatar
Formerly GEA GmbH

2017- Present

Kelvion, a successor to the GEA Heat Exchanger Group, is one of the leading global manufacturers of Heat exchangers. Dedicated on catering solutions and products for almost all industrial application since 1920. With an extensive selection of heat exchangers, Kelvion is a reputable partner for many industries including Oil & Gas, Power, HVAC and Marine.

Sales Manager

- Developed a growth business development strategy focused on financial gain, market share and promoting services.
- Reported and presented high-level Sales report to higher management.
- Designed & reviewed the division's annual budget.
- Assessed, negotiated and executed projects in coordination with our global manufacturing units.
- Established adequate bidding strategies and provided tactical information on bids.
- Monitored and controlled the overall bidding process and managed negotiations progress with clients.
- Arranged meetings, restored relationships and maintained effective communication with major clients.
- Improved clients network.
- Established new businesses and strategic long term and high value engagements.
- Developed and delivered marketing campaigns that increased customers' awareness of our services. Including Sales Seminar and exhibitions.
- Adhered to international trade compliance and ensured our sales contracts are in compliance to the framework provided by our Financial & Legal Divisions.

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Al Mamoon Group, Doha | Qatar

2013 - 2016

Al-Mamoon Group was established in the year 1991 with a prime target to provide high tech solutions and services to Qatar Oil & Gas Sector. Al-Mamoon Group is in partnership with highly reputable international companies that provide Products & Services for the above-mentioned sectors.

Business Development Manager

- Oil & Gas Services controlled were: Turbine Repair Services, High pressure cleaning, Functional Safety Consultancy services and Detailed Feed studies.
- Directed the Group's sales team and coordinated daily operations with team members to ensure a smooth operational environment.
- Managed the business development efforts: proposals, clarifications, negotiations and client relationships.
- Increased market share by successfully partnering with reputable Oil & Gas Service providers and establishing new proficient Joint Ventures.
- Supported management in understanding financial implications of potential JV opportunities by undertaking necessary feasibility studies.
- Developed new opportunities with large scale EPC Contractors and Oil & Gas clients for our partnerships and secured multiple long-term agreements.

Emdad L.L.C , Doha | Qatar

2011 – 2012

Emdad L.L.C, a long established corporate entity based in Abu Dhabi with diverse divisions servicing the Oil & Gas sector in the Gulf with key services and trading solutions.

Business Development

- Re-activated Emdad's Qatar Branch office.
- Marketed the oil & Gas Trades and developed a strategic Business plan for the Branch office.
- Managed accounts and liaised closely with Regional Sales Managers to meet agreed objectives.
- Surpassed sales targets allocated for the Qatar market.

Emdad L.L.C , Abu Dhabi | U.A.E

2009 – 2011

Sales Engineer

- Prequalified & Registered principals/manufacturers with major GCC oil and gas clients.
- Prepared Commercial & technical offers for process equipment.
- Attained sales targets as defined by the company's vision & business plans.

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EDUCATION

- **American University of Beirut** | *Beirut, Lebanon*
Bachelor's Degree in Mechanical Engineering, June 2008
 - **International School of Choueifat** | *Choueifat, Lebanon*
General Sciences Lebanese Baccalaureate, June 2004
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SKILLS

- Language: English and Arabic (Fluent)
 - Specialties: Strong commercial awareness, Project Bidding & Business Development skills.
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