



**Osama
Bannout**

Lebanese

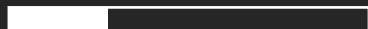
CONTACTS

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**Valid Driving
License**

Sales
+35%



CURRICULUM VITAE

Summary

3 successful years in events sales and 10 years in healthcare projects implementation and management, turnkey and renovated projects with multinational healthcare and construction organizations. Managed the communication with the projects stakeholders and the solution providers as a consultant and controlled the projects execution to meet the allocated budget with the best results

WORK EXPERIENCE

4 Seasons Events -UAE

2016- Current Date

Sales and Development Manager

Responsibilities:

- Handle customer inquiries and the point-of-contact for all event details
- Coordinate event space on behalf of space provider
- Coordination of all event information and resources
- Account management, sales prospecting and business development
- Monitor sales team's performance
- Coordinate with the design team to submit the client requirements on time
- Contractor selection as per the project requirements
- Work closely with the internal catering provider over client catering requirements to ensure consistently high standards
- Collaborate with other departments and operational staff to ensure a high quality of event delivery
- Oversee the invoicing process to ensure that payments are properly processed
- Approaching new customers and introduce our services to them
- Seek and support marketing opportunities

Gulfmedical company -
2007 - 2016

Head of Healthcare Projects Implementation

Implemented & delivered projects exceeded 300 million SAR.

Managing and supervising the whole process of the projects execution in different departments; **OR, ICU, CSSD, IVF, MRI, CT, Labs** and integrating them with the hospital network; LAN, HIS and PACS. Managed teams of engineers, consultants, contractors and subcontractors where some exceeded 100 person per project.

First point of contact between the client and the company.

Clients: Ministry of Health and private hospitals owners

Worked with multinational companies from the healthcare, construction, MEP and IT sectors starting from the design till the handover

Responsibilities:

- Assist in the pre-sales phase by the site visits and preparing the execution budget
- Assist the sales in selecting the medical equipments that fits
- Attend the sales meetings with the client
- Assist the design team in their visits and during the design phase
- Support the tender department during the selection process
- Contacting the contractors and process the selection as per the pre-set criteria that best fit each project
- Define the project scope, goals and deliverables with the stakeholders and the suppliers to avoid unsatisfactory project closer
- Preparing time schedule as per the contract and defining the scope of work for each participant
- Periodic meetings with the team members for the best performance
- Develop the communication plan between the team members for a smooth project implementation
- Manage the project execution with a close-up supervision with periodic updates to the stakeholders
- Supervising the installation of the MEP, civil and construction parts to ensure the readiness of the medical equipments installation
- Installation of the digital system inside the OR rooms (**OR1 system from Karl Storz**) through the fiber optic cables and integration with the hospital system and the auditoriums
- Installation of the **surgical tables** and connecting to the digital system to be controlled by the touch screen

- Installation of **surgical lights** and integrate the overhead camera to the digital system
- Installation of the **T-Doc** system from "**Getinge** " in the CSSD departments and integration with the hospital system and the OR
- Installation of **Brainlab** system and integrate it with the digital system
- Installation of the digital system **TEGRIS** from **Maquet** and integration with the hospital system
- Installation of **Omnicell** system in the laboratory and integration with the hospital system
- Installation of **CT** scan machine and integration with the hospital system
- Installation of **MRI** and integration with the hospital system
- Supervising the subcontractors and the installation teams to avoid any overlap that might cause any delay
- Day-by-day follow up the installations and the delivery of the needed Items and equipments
- Close follow-up with the end user to insure that we are in the same page to avoid any unnecessary delay
- Materials approvals as per the contract and usage for each department
- Manage the needed documents for payments as per the contracts
- Manage the time extension if needed to avoid penalties
- Testing the installed systems before the handover to ensure smooth project and systems delivery
- Produce projects closure documents for the warranty and final payment
- Manage lessons learned documents during the project by educating the team members from previous lessons to solve emerging situations
- As a part of the project closure educating the end user about the installed systems and hands on trainings for the best usage of the project.
- Attend live operations with the doctors inside the OR's to ensure the usage and stability of the systems installed

Referances

Available upon request

Education

Accredited Bachelor of Arts with an approved Honours programme in
Business studies with systems practices

Trainings & Workshops

- ✓ Microsoft certified system engineer (MCSE)
- ✓ Karlstorz OR1 System Training , Lebanon
- ✓ Karlstorz OR1 System Training , Germany
- ✓ Maquet Pendants and surgical lights installation and service Training , France
- ✓ Maquet Surgical lights installation and service Training , France
- ✓ CRM Workshop
- ✓ Projects Management Professional(PMP)
- ✓ Projects management portfolio
- ✓ Negotiation skills Workshop
- ✓ Selling skills Workshop
- ✓ Essential Managerial Skills
- ✓ Personality patterns
- ✓ Microsoft project 2007
- ✓ Microsoft project 2010
- ✓ Presentation Skills
- ✓ Project Management for Development Professionals (PMD pro)
- ✓ Procurment and Logistics
- ✓ International Network for Education in Emergencies (INEE)
- ✓ Leader Effectiveness and Development
- ✓ Disaster Response Simulation Course
- ✓ The Fundimentals of Digital Marketing (Google Digital Garage)

Languages

Arabic

Mother Tounge
Fluent: Speak , Read and write

English

Second Language
Fluent: Speak , Read and write

Skills

- ✓ Strategic business planning and performance management
- ✓ Product design and management
- ✓ Excellent client relationship skills and experience in working in cross cultural teams
- ✓ Excellent planning and analytical capacity and coordination skills
- ✓ Strong organizational and communication skills with attention to details
- ✓ Business process understanding
- ✓ Excellent written and verbal communication skills
- ✓ Effective project communication plans to team and stakeholders
- ✓ Ability to work independently and efficiently as well as a team player
- ✓ Ensure project requirements, deadlines, and schedules as per the approved time schedule
- ✓ Flexible work shifts as per the needed for finalizing and project handover
- ✓ Great attention to details
- ✓ Fast learner
- ✓ Ensure that the needed product resources availability and allocation
- ✓ Develop strategies to achieve sales targets and supervise the execution
- ✓ Collaboration with the different teams to insure the proper communications and generating reports for the higher management
- ✓ New Product Launch support and market penetration strategies
- ✓ Performance driven and goal oriented
- ✓ Multi-tasking
- ✓ Negotiator
- ✓ Resolve complex issues and coming up with innovated efficient solutions.
- ✓ Microsoft word, excel, PowerPoint, CRM and ERP systems
- ✓ IT and communications software integration
- ✓ Audio and video systems connections and integration
- ✓ Windows, Microsoft office, networking , Microsoft project managment

Accomplishments, (+300M sar) projects

Operating rooms Projects

- King Fahd General hospital (Jeddah) Digital OR's with wall cladding
- King Fahd specialist Hospital (Jeddah) Digital OR's project with wall cladding
- King Fahd Specialist Hospital project Digital OR (Dammam) total renovation 6 OR's included 2 Hybrid rooms (**Karlstorz, Maquet, Siemens CT scan , KLS Martin , BrainLab navigation and Medplan wall cladding**)
- King Fahd University Hospital (khobar) Digital OR's with wall cladding
- Almouasat Hospital in Aljoubeil Digital OR's with wall cladding
- Enaya Hospital (Dammam) Digital OR's with wall cladding
- Royal Commission Hospital in Aljoubeil Digital OR's with wall cladding

Centralized Sterile Services Department Projects (CSSD)

- Maternity and children project (Jeddah)
- Maternity and children (mosadeya) (Jeddah)
- King Fahd Specialist Hospital (Dammam) with water treatment plant
- King Fahd University Hospital (Alkhobar)

Intensive Care unit (ICU)

- Alqatif Central Hospital
- Maternity and Children Dammam

Medical Air plant

- King Abdul Aziz Air base

Remotely managed projects

- King Fahd Hospital Hafouf CSSD project
- Maternity and children Alhassa CSSD project
- Hafer el batin central hospital CSSD project
- King Fahd Hafouf Hospital CSSD Project
- Almoosa Hosital ICU project
- Prince saud Bin jalawi OR project

Projects included

Wall cladding and modular systems, electrical and power systems, building management systems, nurse call and baby tag systems, HVAC and AHU systems, data systems, patient information systems, Medical gases systems , fire fighting and smoke detection systems, digital operating rooms systems , pneumatic systems, computerized topography scan machine integrated with Brain navigation system, surgical pendants , anesthesia pendants, surgical lights, washing and sterilizing machines for cssd, service lifts, , water treatment plants, Medical gases plants, vinyl flooring finishes and security systems

Saved by avoiding penalties, additional requests, constructive ideas during the projects execution and safety procedures

+50M sar +300M