

Visionary and talented engineer seeking a challenging leading Project Management or facilities management role in a multinational learning career environment to best utilized my knowledge, skills and six years of experience in developing and promoting sustained excellence in business processes.

- Project management, strategic sourcing and supplier relationship management, customer relationship management, supply chain management.
- Change management, risk management, financial judgment, budgeting, Management information system.
- **IT:** MS Office (Word, Excel, PowerPoint, Outlook), Customer relation Management (CRM), MS Project, and Banner.
- **Languages:** Arabic (Native), English (Excellent)

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| ➤ <b>Jan. 2015 – Current</b>  | <b>Ramz Al Khaleej BLD.CONT.<br/>Projects Manager</b> | <b>Sharjah</b> |
| <ul style="list-style-type: none"> <li>• Build and implement a comprehensive project strategy in collaboration with stakeholders in order to meet the project expectations as well as achieve client interest and organization goals</li> <li>• Assess projects' related risks and propose alternative applicable solutions in a consistent and improved manner through all the project lifecycle stages.</li> <li>• Manage all the projects resources effectively ensuring that all projects' requirements are met in order to deliver project on time within the assign budget and maintain the required quality standards.</li> <li>• Monitor all the site operations and constructions trough out the projects, ensure compliance to design specifications and safety requirements and follow all the necessary government requirements.</li> <li>• Participate in the regular site meetings with owners and consultants in order to track that the project progress and take the necessary actions when needed.</li> <li>• Design a work-break down structure (WBS) per project as well as assign and prioritize workload among the team in order to ensure the high performance.</li> <li>• Obtain and manage all project related documentation such as (contract, invoice, report,...) and share it with concerned stakeholders when required</li> <li>• Ensure that the projects and team members are in compliance with health, Safety and Environment(HSE) procedures and provide awareness to the client, consultant and subcontract.</li> <li>• Track and follow the entire tendering projects from the consultants and owners.</li> <li>• Maintain and prepare all the required designs, Shop-drawings and relevant documentations.</li> </ul> |   |                |

1. **Sharjah Housing Department.** Build and construct 3 unit: Ground Villa + Boundary wall at Al seyoh – Sharjah Project Value: 2.4M AED
2. **Residential building.** Build and construct (G+3 Floors) at Muwalih Sharjah Value: 3M AED
3. **Warehouse and Shed.** Install and Test and Commission Fire Fighting and fire alarm equipment for 15 units Warehouses, total area of 7200 sqm Industrial area – Sharjah. Project Value: 1.4M AED
4. **Office Building + Shed.** Install and Test and Commission Fire Fighting and fire alarm equipment, total area of 3600 sqm AL Sajaa Industrial area Sharjah Project Value: 1.2M AED
5. **Residential building.** Install and Test and Commission (G+4 Floors) at Al Madam Sharjah Value: 1.6 M AED

**OUSSAMA DERRADJI. MSc.**

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United Arab Emirates

- **Dec.2013 – Jan. 2015**      **Corodex Industries (Patterson Pump Division)**      **Dubai**  
**Sales Engineer**
  - Planed and coordinated all activities of the Engineers, and coordinate the daily service and commissioning activities with the customers.
  - Monitored the entire commercial process covering inquiries, quotations as well as sales and contracts.
  - Modified and troubleshot the problems in the site.
  - Developed and improved the daily operational procedures.
  - Prepared and managed the related spare parts from the suppliers.
  - Managed the procurement and vendors' relationships for all projects.
  - Provided and supported the testing and commissioning of all systems by the end of the project.
- **July. 2013 – Nov. 2013**      **First Security Group (Special Project)**      **Dubai**  
**Technical Sales Engineer**
  - Developed long-term relationships with clients through managing and interpreting their requirements.
  - Attracted new clients negotiating contracts, terms, conditions as well as reviewed cost and sales performance.
  - Provided pre-sales technical assistance and after-sales support services.
  - Complied with quality standards as well as created and developed relevant procedures.
  - Responded to inquiries with tenders, proposals and quotations as well as necessary documentations.
- **Apr.2012– June. 2013**      **National Fire Fighting Manufacturing (NAFFCO)**      **Ajman**  
**Sales Engineer**
  - Developed and established a new relationship with client and contractors.
  - Developed and executed sales plans to ensure the profit growth and expansion of products and/or services.
  - Organized and prepared a daily report using the customer relation management system (CRM).
  - Collaborated with Client / Consultant's representatives for any site instructions and inspection of works.
- **Aug.2011 – March.2012**      **Al Arabia Safety and Security**      **Dubai**  
**Site Engineer - Internship**
  - Implemented and monitored all electrical related works at site like (LV, Power distribution, lighting, Grounding, Fire Alarm, Low current and Data network systems).
  - Complied all site works to all applicable quality, health and safety standards as well as relevant legislations.
  - Estimated, prepared and assigned the resources such as manpower, materials, consumables, equipment, tools, etc., required for all electrical and related works prior to execution.
  - Ensured projects meet agreed specifications, budgets and timescales.

## Education and Certificate

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| ➤ Spring, 2012-Spring, 2016 | <b>Master in Engineering System Management</b><br><b>American University of Sharjah</b>                |
| ➤ Aug, 2007- Aug 2011       | <b>Bachelor of Science in Electrical Engineering</b><br><b>American University of Sharjah</b>          |
| ➤ Fall 2010-Spring,2011     | <b>Cisco Certified Network Association (CCNA) Certificate</b><br><b>American University of Sharjah</b> |

**REFERENCE AVAILABLE ON REQUEST**