

MOHAMMAD EI-JANNOUN

+96176620408 | mjannoun24@gmail.com | LinkedIn: linkedin.com/in/mohamad-el-jannoun

Beirut, Lebanon

CONSULTANT, TENDER & BUSINESS DEVELOPMENT SPECIALIST

Proactive and results oriented professional with Nine years of experience in Tenders, business development and Project management. Dedicated, dependable, and determined to excel in every endeavor and assignment, ensuring impactful results and leaving a lasting impression. Seeking a fitting opportunity to leverage extensive skill sets and experiences for beneficial mutual growth.

PROFESSIONAL EXPERIENCE

iSolution

May 2024 – September 2024

Project Manager (Project Based-Online)

- Successfully led and delivered multiple projects in Saudi Arabia and Oman, utilizing both Agile and Waterfall methodologies to ensure timely completion while consistently exceeding client expectations.
- Worked closely with major clients in KSA and Oman, leading cross-functional teams through the entire project lifecycle, from planning and execution to successful closure
- Enforced strict adherence to project scope, schedule, and budget, while actively identifying risks and deploying mitigation strategies to minimize impacts on project outcomes.

Achievements

- Enhanced client satisfaction and project efficiency by leading cross-functional teams in KSA and Oman through the full project lifecycle, ensuring seamless delivery and successful outcomes.
- Improved project efficiency by ensuring strict adherence to scope, schedule, and budget, while proactively mitigating risks to avoid delays and setbacks.

List of Projects

- ❖ Project Names: API Implementation.
- ❖ Type: Process and Management Reformation.
- ❖ Client Name: Private Clients.
- ❖ Country: KSA, Oman.

Araco International

Jun 2022 – November 2023

Tender & Business Development Specialist

Beirut, Lebanon

- Managed business development processes for company services and products across Cyprus, Lebanon, and Saudi Arabia by managing bids and proposals, conducting business studies, and leading tender submissions for public and private sector clients.
- Successfully led business development operations by creating comprehensive commercial studies, quotations, proposals, and contracts across Cyprus, Lebanon, and Saudi Arabia.
- Developed and executed comprehensive business development plans, including market analysis and feasibility studies, to introduce new business lines and expand markets in Lebanon, Cyprus, and Saudi Arabia. Additionally, conducted detailed performance assessments to drive sales growth, improve quality, and boost client satisfaction.

Achievements

- Successfully delivered over 10 tenders and more than 20 quotations and proposals, achieving a 40% conversion rate of these submissions into actual projects with public and private clients.
- Spurred growth by 5% increase in sales of and strengthened client ties by actively promoting company services, acquiring new accounts, participating in global bids, and evaluating sales performance and client satisfaction meticulously.

List of Projects

- ❖ Project Names: Road & Infrastructure Works for Cyprus Cities, EPC firefighting, Internal Evaluation and Reformation of Business development Strategies.
- ❖ Type: Infrastructure and Road Works, Construction and Marine Works, Internal Business Development.
- ❖ Client Name: Municipalities, Ministry of public works, Private Clients, Internal.
- ❖ Country: Cyprus, MENA.

United International**Jan 2020 - Jun 2022****Senior Project Management Office****Doha, Qatar**

- Managed the complete project lifecycle, utilizing both Agile and Waterfall methodologies to ensure alignment with budget, scope, and client expectations, while effectively overseeing stakeholder communications and deliverables.
- Directed project deliverables and resources allocation, including planning, submittals, human resources, materials, and subcontractors, to ensure efficient execution in alignment with project and organizational goals while maintaining a comprehensive dashboard for ongoing project monitoring and control.
- Managed daily project operations, consistently tracking performance metrics, costs, specifications, and quality standards to ensure optimal outcomes and alignment with project objectives.

Achievements

- Supported the successful delivery of company projects in Doha, which were tailored to meet client specifications and aligned with company objectives and internal policies.
- Achieved successful maintenance of client relationships through continuous communication, regular meetings, and effective implementation of their requirements.
- Boosted profitability and operational efficiency by 15% through the implementation of value engineering and strategic resource reallocation initiatives.

List of Projects

- ❖ Project Name: Coast Guard, Katara.
- ❖ Type: Construction and Marine Works.
- ❖ Client Name: Ashghal, Katara Hospitality.
- ❖ Country: Qatar.

Araco International**Jan 2017 - Jan 2020****Tender and Business Development Engineer****Beirut, Lebanon**

- Managed the submission of tenders and bids for construction, facility management, infrastructure and waste management projects, addressing technical, administrative, commercial, and legal aspects to ensure compliance and competitiveness for both public and private sector clients.
- Conducted in-depth internal and market evaluations to drive sales growth and enhance quality.
- Developed and executed comprehensive business development plans, incorporating market analysis and feasibility studies, to introduce new business lines and expand markets across Lebanon and the Middle East.
- Developed and negotiated contracts, quotations, and proposals for public and private sectors, ensuring market competitiveness, legal accuracy, and alignment with organizational standards to secure mutually beneficial agreements with clients and partners.

Achievements

- Spearheaded the successful awarding of over 25% of submitted public and private tenders, quotations and proposals leveraging strategic expertise and effective proposal management techniques.
- Reduced project costs by 7% through optimized resource utilization, value engineering, and securing favorable subcontract agreements, while contributing to budget preparation and establishing new procurement channels.
- Played a key role in expanding into new markets and industries across the Middle East through strategic partnerships and agreements, driving new account creation and accelerating sales growth.

List of Projects

- ❖ Project Name: Rehabilitation of Beirut Roads, Vegetable and Fruit Market, Kiddesin Road , Beit Beirut , Rehabilitation of Infrastructure works, Sorting and Waste management for Beirut Area.
- ❖ Type: Infrastructure and Road Works , Construction Works, Facility Management , Waste Management.
- ❖ Client Name: Beirut Municipalities, CDR, Ministry of public works and transport, UNDP , Private Clients.
- ❖ Country: Lebanon, Iraq, KSA.

ACC Arabian Construction CO

Jan 2016 - Jan 2017

Project Engineer (Project Based)

Beirut, Lebanon

- Managed and coordinated MEP site activities, ensuring alignment with the project schedule and quality standards, while facilitating communication between technical teams for timely installations.
- Managed the compilation of biweekly and monthly progress reports in collaboration with site team, ensuring timely tracking of project milestones and addressing site-related issues efficiently.
- Assisted the Project Manager in preparing comprehensive project reports, monitoring daily tasks, and managing administrative functions to ensure smooth and efficient project execution.

Achievements

- Successfully coordinated MEP site activities, ensuring installations were completed on time and met all project quality standards, contributing to on-schedule project delivery.
- Enhancing project milestone tracking and improving the resolution of site issues, resulting in more efficient project execution

Project

- ❖ Project Name: B11.
- ❖ Type: Residential Construction Work.
- ❖ Client Name: Private Client.
- ❖ Country: Lebanon.

Solidere S.A.L

Jan 2014 - Jan 2015

Maintenance & Operations Engineer

Beirut, Lebanon

- Supervised technical teams in the execution of preventive and corrective maintenance for the Beirut Souks project, ensuring adherence to company procedures and service agreements.
- Coordinated with subcontractors and vendors to meet commercial and logistical requirements within established budget constraints, optimizing maintenance processes and resource allocation for enhanced operational efficiency.
- Maintained ongoing communication with tenants and clients to ensure high service satisfaction and customer experience.

Achievements

- Facilitated the enhancement of the maintenance and operation plan for the Beirut Souks Project.
- Presented innovative cost-reduction strategies that achieved a 4% savings through efficient allocation of resources (humans, materials and Machines) and the establishment of new procurement channels.

Project

- ❖ Project Name: Beirut Souks.
- ❖ Type: Facility Management (O&M) for Commercial project.
- ❖ Client Name: Solidere.
- ❖ Country: Lebanon.

EDUCATION

Grenoble Ecole de Management – Grenoble, France	2015 – 2017
• Master's Degree - International Business	
Grenoble Ecole de Management – Grenoble, France	2015 – 2017
• Diploma -International Affairs	
Beirut Arab University – Beirut, Lebanon	2008 – 2013
• Bachelor's Degree - Mechanical Engineering (<i>High Distinction</i>)	

WORKSHOPS & CERTIFICATIONS

Advisors, PMI, Saudia Academy	
• The Roadmap to realizing Sustainable Benefits, Online	2024
Advisors, PMI Project Management Institute Strategy Implementation Institute	
• Strategy Implementation Challenges in the New Norm, Online	2023
• Balancing People, Process, and Governance for Operational Sustainability, Online	2023
• Strategy Implementation Practice and Certification, Online	2022
• Digital Project Management, Online	2022
• Opportunities in Complex or Crisis Situations, Online	2021
• PMIS KPIs and Dashboard: The Leading Role in Efficient Remote Communication, Collaboration and Team Management, Online	2021
GDA Gulf Downstream association, KPMS Kuwait project Management Society, Seeds GrowingSeeds	
• OPM Assessment and Continuous Improvements for Strategy Realization Online	2021
• Enabling Deployment of Renewable Energy Projects, Online	2021
MIT, Emeritus, USA	
• Leading Organizations and Change, Online	2020
Order of Engineers, Lebanon	
• Facility Management (F.M), Order of Engineers, Lebanon, Onsite	2020
PMI Project Management Institute, Strategy Implementation Institute	
• Project Management Professional (PMP), Onsite	2020

SKILLS

- Projects and Operations Management
- Tenders and bidding, Business development and Management consultations.
- Creativity and problem solving.
- Communications and negotiations.
- Leadership and Coaching

SOFTWARE

- MS Office (Word / Excel / PowerPoint)
- ERP & ERM
- Oracle & SAP
- AutoCAD

LANGUAGES

- Arabic – Native Proficiency
- English – Bilingual Proficiency