



# OMAR T. MOHAMAT

P.O. Box 3098 • Medina, Saudi Arabia 72094

omar@email.com • Mobile: +966 24 904 2009 • Skype: omarmohamat

sa.linkedin.com/in/omarmohamat • about.me/omarmohamat

## INTERNATIONAL BUSINESS EXECUTIVE – CEO / COO

### *Strategic Visionary and Leader for Business Change, Growth, and Performance Improvement*

Deeply accomplished senior executive with 20+ years of progressive leadership experience, including full-charge P&L authority for an SR 1 billion conglomerate. Driving force for repeatedly taking companies to the next level of growth and success:

- ✓ **2X Increase in Profit**
- ✓ **89% Boost in Productivity**
- ✓ **75% Higher Revenue**

Strategic thinker skilled at navigating complex situations, identifying opportunities for improvement, and propelling change company-wide to improve performance:

- ✓ **US\$58+ Million in Savings**
- ✓ **59 Days Cut from Inventory Cycle**
- ✓ **26-Day Improvement in Receivables Cycle**

U.S. expatriate with extensive leadership success in the Middle East. Multicultural background. Fluent in English and Arabic. Outstanding leadership skills; build a strong, cohesive, and transparent corporate culture that creates excellent morale and encourages top performance. As a key member of executive teams, have executed major change initiatives and restructuring of 3 organizations in the past decade, including implementation of ERP and shared services, organizational redesign, process reengineering, and more.

***Solutions-Focused ■ Strategic Thinker ■ Transparent ■ Influential and Motivational  
Open-Minded ■ Cost-Conscious ■ Results-Driven***

#### Key Qualifications:

- P&L Management/Budgeting
- Operations Management
- Procurement
- Logistics & Material Management
- Supply Chain Management
- Shared Corporate Services
- Strategic Planning & Execution
- Change Management
- Vision & Mission Planning
- Process Mapping & Reengineering
- Staff Leadership & Coaching
- Team Building & Leadership
- Cost Cutting
- Revenue & Profit Growth
- ERP Systems (SAP)

## PROFESSIONAL EXPERIENCE

AL-AHMAD HOLDING – Bahrain: *Holding company with international investments in trading, consumer goods, contracting and construction, manufacturing, and travel and cargo.*

- ▶ **Executive Vice President – Operations & Shared Services, 2014 –2015**
- ▶ **Executive Vice President – Shared Services, 2012 - 2014**

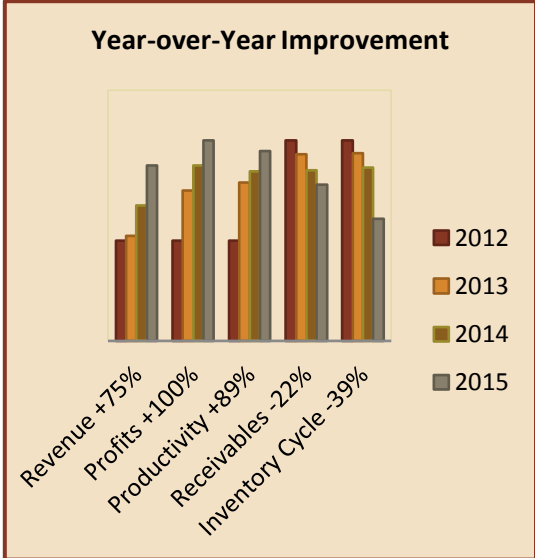
Served as the acting CEO in this SR 1 billion conglomerate, with all business units and corporate functions reporting, including HR, Finance, IT, Internal Auditing, and Services. Drove a shared vision and mission throughout the organization, creating and implementing a strategy and roadmap of projects to achieve corporate goals: organizational redesign, introduction of shared services, process improvements, and selection and implementation of an ERP system.

**Strategic Impact Summary:** Transformed this privately held company, preparing it for a future IPO. Delivered significant improvement in the company's operational and financial performance. Drove down costs, cut out inefficiencies, improved customer orientation, and increased revenue generation. Led implementation of Oracle ERP E-business Suite and MS Share Point, greatly expanded utilization of technology and automation, and built a platform for growth and change through introduction of shared services for HR, Logistics, Finance & Accounting, and IT.

#### Notable Results:

- Generated 75% increase in revenue and 100% increase in profits as a result of organizational changes.
- Reduced inventory cycle 39% from 212 to 153 days.

- Decreased receivables cycle 22% from 143 days to 117 days.
- Raised productivity 89% from 45 SR per hour to 82 SR per hour.
- Strengthened organizational transparency, visibility, and controls.
- Boosted business from a targeted market by merging 2 business units (BU) into a single key account BU.
- Enhanced management practices with updated HR policy, modernized pay structure, and new performance review and development process.
- Raised morale and improved internal communications and relationships by holding regular events for employees.



SAUDI ARABIAN KHALED COMPANY – Saudi Arabia: *Multinational pipe manufacturer and distributor with US\$1+ billion in annual revenues, 6,000 employees worldwide, with manufacturing plants in 13 countries and sales offices in 45 countries.*

► **General Manager – Corporate Procurement, 2005 – 2012**

Spearheaded the US\$600 million procurement function. Managed 38-employee team across 4 offices in Saudi Arabia, Germany, and Austria as well as dotted-line reporting of procurement managers at manufacturing locations. Served on IT and HR steering committees and investment team. Led negotiations of global-wide supply material and machinery needs, in addition to high-value materials, with contracts valued up to US\$200 million. Managed distribution of finished goods.

**Strategic Impact Summary:** Completely restructured a turbulent department, bringing clarity to objectives, and defining roles and responsibilities to achieve ambitious goals. Created department aligned with shared-services vision and supply-chain management framework. Drove major change initiatives. Transitioned company from an individual-based to a process-oriented procurement model and implemented new approach to strategic-supplier management. Optimized efficiency while tightening control through new authority matrix with multiple dimensions.

**Notable Results:**

- Saved US\$1 million in just 2 months by introducing new vendors and renegotiating existing contracts.
- Implemented quarterly raw-material planned-prices concept and also a raw material price index (RMPI)/price escalation contract clause to counter market fluctuations and minimize risk while maximizing profits.
- Generated US\$55 million in savings as result of material reclassification utilizing UNSPSC classification, enabling purchasing agents to leverage technical knowledge in negotiations.
- Improved P&L 4% by lowering price of finished goods; saved US\$2.5 million by renegotiating a strategic material contract.
- Led major multi-office consolidation project, reducing locations from 3 to 1. Completed project ahead of schedule with limited budget and incorporated smart building concept to deliver an enhanced facility.

FRJ – Qatar: *Industry-leading construction group in Middle East; awarded major government projects.*

► **Logistics Team Leader, 2001 – 2005**

Led logistics team as integral member of the management team for the 2K Plus program. Received appreciation and recognition letters from senior management for impressive leadership.

**Strategic Impact Summary:** Played central role in restructuring and implementing fully diversified operational organizations for holding group. Established shared-services centers for key support functions comprised of finance, accounting, HR, IT, procurement and logistics. Selected and implemented state-of-the-art ERP system.

**Notable Results:**

- Drafted security policies and guidelines to ensure confidentiality and data integrity of key information.
- Developed conceptual, strategic, and tactical supply chain management practices across multiple divisions.
- Streamlined and improved usability and maintainability of coding structure for fixed assets.

THOMSON-CSF (RSADF CONTRACTOR) – Qatar

► **Senior Logistics Consultant –ICD, 1992 – 2001**

Assessed and reengineered processes, systems, and controls to enhance work flow and efficiency of ICD section. Monitored 9 remote supply points and 300 support units country-wide. Designed classroom and on-the-job training for new hires to expedite transition to new environment. Updated outdated SALCS user manual to reflect changes to systems and procedures. Tracked 4 budgets totaling US\$300 million. Imparted logistics expertise to Saudi national engineers.

**Strategic Impact Summary:** Saved 100s of thousands of US dollars by orchestrating cost-effective, organizational change initiatives across 8 key departments.

**Notable Results:**

- Achieved more efficient use of personnel equipment by designing new centralized material-storage strategy for multiple weapon systems and consolidating workshops at satellite-maintenance facilities.
- Eliminated needless requisitions by devising sophisticated, accurate inventory-forecasting model.
- Improved accuracy of asset position calculations, teaming with CMTS departments to define interface requirements between key systems for configuration management, production management, and logistics control.
- Eliminated duplicate storage requirements for weapon systems spares by introducing common authorized stock list (ASL) for all satellite maintenance points.
- Modified local fabrication program to strengthen visibility of open orders and maximized accuracy in determining workshop capabilities as well as tightened security access controls to SALCS system to limit access to sensitive data.



RAYTHEON MIDDLE EAST SYSTEM (RSADF CONTRACTOR) – Turkey

- **Logistics Specialist, 1991 – 1992**
- **Research & Configuration Specialist, 1990 – 1991**

Promoted to oversee all facets of logistics function, including procurement of commercial and military equipment, spares management, transportation, requisition tracking, and contract initiation. Prepared letters of offer and acceptance (LOA). Conducted contract-management reviews and presented briefings to high-ranking officers. Hired initially to oversee configuration-management activities related to HAWK weapon system.

**EDUCATION AND CREDENTIALS**

**MASTER OF SCIENCE (M.S.) IN LOGISTICS MANAGEMENT DEVELOPMENT**

U.S. ARMY LOGISTICS MANAGEMENT COLLEGE, Fort Lee, VA, 1990

**BACHELOR OF SCIENCE (B.S.) IN INDUSTRIAL ENGINEERING**

KING ABDUL AZIZ UNIVERSITY – Jeddah, Saudi Arabia, 1988

**PROFESSIONAL DEVELOPMENT**

- Leadership Development ▪ Team Building Requirements
- Implementing ISO in Your Organization – George Washington University
- Strategic Planning ▪ Project Management ▪ Project Evaluation – AFMEMCO Development & Training Center

*Life Member, International Society of Logistics (SOLE), Chapter Chairman*

Dear Professional, Executive, or Aspiring Executive:

100kCareerMarketing.com is the culmination of nearly 20 years of successful experience. During this time, I have been privileged to work with thousands of executives, professionals, and leaders all across the U.S. and worldwide in developing their resumes and other career marketing documents.

I formed 100kCareerMarketing.com because of my ongoing dedication and commitment to delivering unparalleled service and quality to my clients. As demand for my services as an executive resume writer and career marketing strategist grew to far exceed the time available, a new model for delivery of my services to you was essential. 100kCareerMarketing.com was born of that need and it provides me with a way to deliver dedicated, personal attention to a *very select number of clients* - no more than 20 clients per year (approximately one person every 2 weeks).



Today, 100kCareerMarketing.com is the ONLY way to work with me one-on-one.

That's right. Because it takes time, collaboration, and intense attention to quality and detail to create truly compelling, powerful, results-generating executive career marketing portfolios, I make certain that I give you – and you exclusively – all of the time and attention you need.

I work with a VERY SELECT base of no more than 20 clients per year. When you hire me you benefit from not only my preeminent experience and expertise but from my exclusive, personal attention focused *only* on you and the creation of your career marketing portfolio. I would be honored to work with you. But my schedule fills up *very* quickly, so if you are ready, please reserve your spot today. Of course, if you have any questions, I will be happy to answer them. Just send a quick email or give my office a call.

I also invite you to book a personal 45-minute consultation with me, to go over your resume and job search concerns one-on-one, discuss the strategies I would use in writing your resume, answer your questions, and benefit from my recommendations. Although I charge for the consultation (\$155), you have nothing to lose! If you book a consultation and then decide to proceed with my services I will give you a full \$300.00 discount on my VIP executive services.

<https://vip-intro-consultation.youcanbook.me/>

I look forward to meeting with you and hope we have the chance to work together.

Sincerely,

*- Michelle*

Please note that although this document has been carefully edited to preserve the anonymity of my client, this example was created for a real client. The strategies used in the résumé were devised specifically for this client, to address unique aspects of this individual's professional history. While the document is protected by United States Copyright law and copying of any or all of the document is strictly forbidden, doing so would not be in your best interest for other reasons. The best and most effective resumes promote your authentic personal brand and unique value proposition, and the content, design, structure, and formatting strategies are derived from these. It will be my honor to work with you to create YOUR executive career marketing portfolio. Please visit my website at [www.100kcareermarketing.com](http://www.100kcareermarketing.com) and then book your introductory consultation with me at <https://vip-intro-consultation.youcanbook.me/>