

MARWAN SALEH ALDAKHIL

Strategic Business Development Leader

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ABOUT ME

Experienced business leader with over 20 years of expertise in business development, strategic planning, and profit optimization across the water, manufacturing, and industrial sectors. Proven track record of driving operational excellence and growth in complex, high-stakes environments. Demonstrated success in P&L management, leading cross-functional teams, and delivering impactful capital projects. Adept at transforming underperforming units into profitable ventures. Seeking to leverage leadership skills and strategic insights to drive business success in a dynamic organization.

WORK EXPERIENCE

Almasha'er General Manager | National Water Company (Makkah)

OCT 2024 – PRESENT

- Hajj Season Planning & Execution:** Lead the strategic planning and operational execution of water and wastewater services for the Hajj season, ensuring efficient resource allocation and optimal service delivery for millions of pilgrims.
- Stakeholder Coordination:** Facilitate collaboration with governmental bodies, including the Ministry of Environment, Water, and Agriculture, to ensure seamless coordination and adherence to regulatory requirements for Hajj-related water infrastructure.
- Capital Project Oversight:** Oversee and prioritize in-house capital projects aimed at addressing infrastructure bottlenecks, ensuring that key projects are completed on schedule and meet the increased demand during the Hajj season.
- Network Performance Improvement:** Conduct detailed analysis of existing water and wastewater networks, identifying areas for improvement and implementing three strategic capital projects to enhance network capacity and resolve potential service disruptions before Hajj.

Central Region Director | International Water Distribution Co. (Tawzea)

AUG 2016 – SEP 2024

- Business Development & Strategy Leadership:** Led the development and execution of business strategies to drive growth in water distribution and wastewater services across central and northern regions, focusing on sustainable expansion in a competitive market.
- P&L Management:** Held full P&L ownership for 10 operational sites, which accounted for 60% of Tawzea's total revenue, ensuring profitability through effective cost management, revenue generation, and financial forecasting.
- Operations & Facilities Management:** Directed the operations of water and wastewater facilities, ensuring compliance with safety regulations, environmental standards, and customer satisfaction, optimizing operational performance across multiple sites.
- Market Expansion & Contract Acquisition:** Spearheaded market expansion strategies, securing key contracts with Saudi Authority for Industrial Cities (Modon) and successfully negotiating Tawzea's entry into the Operations & Maintenance (O&M) sector, winning six contracts with the National Water Company (NWC).

General Manager | Saudi Industries Development Co. (Zamil Group & Tasnee)

2009 – 2014

- Strategic Planning & Execution:** Developed and executed a comprehensive company-wide strategic plan using the Balanced Scorecard methodology, aligning business objectives with performance metrics to drive sustainable growth and operational excellence.
- Profitability Enhancement:** Led operations at one of the company's factories, implementing process improvements and cost-saving initiatives that resulted in the highest-ever net profit in the factory's history.
- Asset Growth & Capital Management:** Spearheaded efforts to enhance the company's asset value, resulting in a 50% increase in total assets, by optimizing existing assets and securing investments in key growth areas.
- Operational Leadership & Team Development:** Oversaw day-to-day operations, fostering a culture of continuous improvement and operational efficiency across various departments, leading to improved productivity, employee engagement, and customer satisfaction.

- **Business Opportunity Identification & Evaluation:** Led the evaluation of over 150 business opportunities, conducting thorough market research and financial analysis to identify high-potential projects aligned with the company's investment strategy.
- **Project Development & Execution:** Managed the end-to-end execution of four major business ventures, including the design, planning, and operational phases, ensuring successful completion within budget and timeline constraints.
- **Project Financing & Fundraising:** Secured funding for multiple projects by establishing strong relationships with commercial banks and SIDF, leading negotiations and structuring deals to ensure optimal financial backing.
- **Market Strategy & Expansion:** Developed market entry strategies and business development plans for new ventures, leveraging in-depth industry knowledge and insights to expand Al-Rajhi Investment Group's market presence.

Business Planner | SABIC, Jubail**2001 – 2006**

- **Operational Optimization & Process Improvement:** Designed and implemented a Linear Programming Model to optimize production processes, increase operational efficiency, and drive profitability improvements across SABIC's operations.
- **Cost Reduction & Efficiency Gains:** Analyzed operational inefficiencies and developed strategies to reduce byproduct disposal costs, identifying new customer bases for byproducts and creating new revenue streams.
- **Market Analysis & Strategic Planning:** Conducted extensive market research and data analysis, identifying trends and growth opportunities, and advising management on key strategic decisions to support business growth and profitability.
- **Cross-Functional Collaboration:** Worked closely with cross-functional teams in operations, production, and finance, providing data-driven insights to improve decision-making processes and support company-wide objectives.

Maintenance Systems Coordinator | Saudi Aramco, Safaniya**1998 – 2001**

- **Maintenance Performance Improvement:** Enhanced maintenance performance metrics by implementing a proactive monitoring system, identifying potential issues, and providing real-time alerts to management to prevent unplanned downtime.
- **SAP System Implementation:** Led the SAP Phase I implementation, ensuring all system requirements were met ahead of schedule, improving data integration and supporting the company's digital transformation initiatives.
- **Operational Efficiency Optimization:** Collaborated with cross-functional teams to identify process inefficiencies and implemented best practices, resulting in improved maintenance workflows and reduced operational disruptions.
- **Data-Driven Decision Support:** Utilized data analytics to support management decisions related to asset management, equipment performance, and resource allocation, contributing to overall maintenance cost reduction.

EDUCATION**BACHELOR OF SCIENCE IN SYSTEMS ENGINEERING (INDUSTRIAL ENGINEERING)**

King Fahd University of Petroleum & Minerals – Dhahran, Saudi Arabia

Graduation Year. 1992 – 1997

- **GPA:** 2.97 / 4.0
- **Honors:** Awarded Best Senior Project among all Systems Engineering students
- **Additional Training:** Completed multiple specialized training programs in relevant fields

SKILL

- Business Development
- Strategic Planning
- Profit & Loss Management
- Process Improvement
- Operations Management
- Project Management
- Team Leadership
- Stakeholder Engagement
- Capital Project Oversight
- Market Expansion
- Financial Analysis
- Contract Negotiation
- Budget Management
- Risk Management
- Business Forecasting
- Data-Driven Decision Making
- Customer Satisfaction Optimization
- Cross-Functional Collaboration
- Change Management
- SAP Implementation