

Akram H. Al-Salmi

CV – Cover letter

P.O.Box 6622 Dammam 31452 | +966 55 3171 007 | salmiakram@gmail.com

Dear recipient,

18 plus years of experience in project management, asset management & maintenance, business plans, and industrial projects development for complex industrial projects in oil&gas and chemical and petrochemical industries. 10 years out of 18 was in Saudi Aramco.

Deep understanding of maintenance best practices, project management practices, feasibility studies, master development design and commercialization, and new industrial project development.

Experience in maintenance best practices management programs including developing and monitoring KPIs.

Experience in project management practices across all project implementation phases including initiation, FEED, procurement, construction, testing & commissioning, and start up.

Strong business valuation, investment and finance skills.

Deep analytical skills including strong commercial acumen and superior financial modelling and PowerPoint skills.

Strong verbal and written communication skills with ability to confidently deliver presentations.

Ability to work independently and proactively while simultaneously leading and managing a wide number of ongoing projects.

Ability to work with diverse and cross functional teams.

Leadership skills to set clear goals, motivate a team and produce superior results under challenging schedules.

Attached, please find my detailed CV for your kind consideration.

Sincerely,

Akram H. Al-Salmi

May 6, 2020

RESUME - AKRAM H. AL-SALMI

P.O.Box 6622
Dammam 31452
Mobile: +966 55 31 71007
salmiakram@gmail.com

EDUCATION

Master of Business Administration
Aspen University, Denver Colorado USA (Online Study Recognized by Saudi Aramco Company), 2009

B.S. Electrical Engineering
King Fahd University of Petroleum and Minerals (KFUPM), 2001

Different entrepreneurship courses that were provided by the Eastern Chamber of Commerce

EXPERIENCE HIGHLIGHTS

Electronic Vision Contracting Company "eVision"

*Position: **CEO***

Started July 2019 – Present.

Working as a CEO for the company and managing the company operations, promoting the company services, and developing the overall business by exploring new business opportunities and assign the companies resources in order to implement them.

We are providing contracting services in the fields of IT & telecommunication infrastructure and MEP to major companies like Saudi Aramco, SABIC, SADARA, SWCC, Maaden, etc... as well as major government agencies.

Some of the major accomplishments that I have accomplished so far are as the following:

- Succeeded to diversify the company services profile and to be in line with our vision 2030 by adopting a new service in the field of Artificial Intelligence (AI). This was accomplished by signing a reseller agreement with a reputed international company in the field of AI.
- In have succeeded to promote this new service to Saudi Aramco, SABIC, SADARA, and SIDF.
- Succeeded to secure a project worth more than SAR 10,000,000 with Saudi Aramco to deploy AI to the gas wells.
- Developing new proposals for SABIC, SADARA, and SIDF in the field of AI.
- Succeeded to secure projects in the field of IT&Telecom and MEP worth more than SAR 100,000,000 with SWCC, and Saudi Aramco.

Kameyat Chemicals Company "Kameyat" (Limited Liability Company)

*Position: **Founder & Chief Executive Officer**,*

Started December 2014 – July 2019.

I have founded the Kameyat Chemicals Company L.L.C. and named as the CEO and board member of the company. The company is establishing a chemical manufacturing plant based in Dammam. The plant will produce chemicals (Sodium Sulfites) that are mainly used in water treatment along with chemicals and petrochemicals industries. It is considered the first chemical plant of its kind in Saudi Arabia which is producing chemicals that are produced for the first time using completely local raw materials.

The project idea was initiated earlier in 2009. I have conducted all researches including market, technical, and financial researches. Following all the required researches I have prepared the detailed feasibility study and the business plan. The business plan was submitted to Aramco (WAED) who approved the project for 25% financing in 2014. Then Kameyat Chemicals Company was established in order to implement this project with a total investment of 30 million Riyals. Following that, SIDF was approached for project financing and in 2016 we have signed the funding agreement. Currently, the project is in construction phase in Dammam Industrial City – 3.

Jubail Chemical Industries Company “JANA” (Subsidiary of NAMA Chemicals)
*Position: **Maintenance Superintendent,***
Started March 2010 – December 2014.

Working as maintenance superintendent for a newly established facility and managing and directing over 75 personnel including maintenance engineers, field maintenance supervisors, and technicians. The main objective is to direct and coordinate the work of an area maintenance division engaged in maintenance field and related work. Moreover, directs the performance of engineering and preventive and breakdown maintenance within an assigned area maintenance division.

The assigned roles and responsibilities are as the following:

- Consults with the Department Manager regarding the business plans and goals and prepares manpower and expenditure budgets to meet these objectives.
- Planning and scheduling of work, safety programs, preventive maintenance and identification of process or equipment problems causing excessive repair costs.
- Receives requests for engineering assistance and assigns to the appropriate division unit best able to handle the work. Also, assists to resolve emergency situations arising in operations area.
- Initiates investigations and engineering and technical studies to develop programs to improve plant operations.
- Explores solutions of complex technical problems, improvements to plant operations and repair of equipment, corrosion control, inspection, commissioning and testing of plant increments.
- Directs through subordinates the maintenance and engineering work and assures prompt and adequate service is delivered to user organizations.
- Consults with the proponent organizations to determine their plans and programs, nature and extent of work and to plan and schedule PM program.
- Makes decision regarding job priority, equipment and manpower utilizations, repair alternatives, maintenance methods than can have a significant effect on plant downtime.
- Works closely with operations and engineering personnel to solve maintenance or abnormal breakdown problems. Makes decision or recommendations regarding lubrication practices, operating procedure, etc.
- Audits draft contract proposals and initiates and approves service orders and accepts or rejects completed work.
- Makes or initiates studies to improve utilization of manpower and equipment, develop new methods, reduce hazards and improve safety.
- Participates in ongoing critique of new construction by project management or construction in the assigned area of responsibility.

Saudi Aramco, Abqaiq Plants Maintenance Department

Position: Chief Engineer,

Started January 2009 – February 2010

Working as Chief Engineer and assistant to the division head (Superintendent) of the NGL (Natural Gas Liquid) maintenance division. The assigned roles and responsibilities as Chief Engineer include the following:

- Participate in SMS (Safety Management System) to propose safety action plans and recommendations.
- Provide on job training for young engineers or employees on a temporary assignment with the division.
- Monitor the division's KPIs and develop action plan to mitigate discrepancies to the corporate targets and achieve Best-in-Class performance.
- Develop and monitor the division's operating and business plans.
- Handle special jobs or projects as per the division head's direction.
- Monitor materials discrepancies and cataloging.
- Monitor the division's short form and long form contracts including their ETCs and actual Vs. plan budgets.
- Monitor work progress of all division's work sheets.
- Help maintenance engineers to promptly respond and resolve all safety issues under their respective areas including near misses and unsafe acts.

Saudi Aramco, Abqaiq Plants Maintenance Department

Position: Maintenance Engineer,

Started April 2008 – January 2009

Worked as maintenance engineer and was assigned to NGL facility with full responsibility of all maintenance activities starting from planning through execution to delivering to the operations intitiy. The assigned roles and responsibilities as maintenance engineer included the following:

- Monitoring and improving plant safety, maximizing availability and minimizing equipment down time.
- Securing external resources requirements such as scaffolds, air compressors, cranes, nitrogen trucks, insulation & cladding, coating, manpower etc... to support the maintenance activities.
- Preparing, monitoring, controlling and administrating contract procurement, execution and completion within the allowed time frame and budget.
- Plan, organize and coordinate the overall maintenance work orders in the assigned area and act as a single point of contact for operation.
- Review and report the backlog of maintenance work orders in the assigned area and direct the effort to reduce the average work order age.
- Participate with Operations in preparing operating plan and control the Industrial Maintenance Budget for the assigned area by periodic review of cost reports and coordination with Operations.
- Monitor material forecasting activities for the assigned area.
- Monitor and control the availability of critical spare equipments.

Saudi Aramco, Abqaiq Plants Operations Department, Project Unit

Position: Project Engineer,

Started November 2005 – April 2008

Worked as Project Engineer and was representing Abqaiq Plants as proponent representative and project coordinator among Abqaiq Plants management and outside organizations. My role was to provide day to day projects support expertise including initiating and justifying new projects, controlling and managing all phases of the projects including DBSP, Proposal, Detail Design, Construction and Commissioning, and Startup.

Saudi Aramco, Abqaiq Plants Operations Department, Technical Support Unit

*Position: **Electrical Engineer,***

Started September 2001 – November 2005

Worked as Electrical Engineer and was providing engineering expertise and supports in areas including electrical systems and equipments. My role was to participate in engineering studies and provided technical consultations to all over Abqaiq plants operations and maintenance departments.

Saudi Ministry of Agriculture, Taif and Hada Water Project

*Position: **Group Leader,***

Started January 2001 – September 2001

Worked as Group leader over 10 Sr. technicians, scope of work included operating and maintaining 6 water pump stations.

Aspen University, Denver Colorado USA,

January 2006 – January 2009

I completed a Master's Degree in Business Administration recognized by the Career Development Department in Saudi Aramco Company. The reason I pursued a business degree was the passion of improving my management and leadership skills. However, upon completion of my degree I've improved my skills in exploring, analyzing, and developing industrial business opportunities. Moreover, my skills were improved in the business practices in the fields of accounting, marketing, organizational structure, and e-commerce.

Special Interests

Actively exploring, analyzing, and developing new industrial business opportunities. I have established a team consisting of PhD Doctorates and experienced engineers. Our approach is exploring feasible industrial business opportunities and develop them.

Intellectual Property

I was granted industrial design certificate from the Saudi Patent Office under certificate number 7616.

REFERENCES

Personal references are available upon request.