



Mortada Al janoubi

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Objective:

Expand leadership responsibilities and improve organizational ability to exceed goals and honor long-term commitment. Challenge and be challenged in Project Management and Commercial Operations in which I can leverage my knowledge and experience to make every deal a success.

Personal:

- Highly motivated with more than eight years of high education.
- Confident and composed under pressure to meet tight deadlines.
- Diplomatic, persuasive with excellent presentational skills.
- Bilingual in English and Arabic (written and spoken).

Professional experience:

General Electric – GE

Riyadh, Saudi Arabia

*Quote & Tender Specialist
Leader for Central & East*

Feb 2014 – Apr 2016

Responsible for the tendering process of complex Multi-P&L deals with the Commercial, OTR, Service and Finance teams. Organize bid reviews and obtain internal approval, in particular on risks and profitability. Validate the tender requirements and highlight risks to the legal team. Lead and manage the virtual bid teams and work closely with the sales team and variety of stakeholders to ensure the highest quality of the proposal. Preparing and reviewing the commercial aspects of the bid, ensuring all services are included in the final price to the customer. Initiate the commercial contracting workflows and OECL. Monitor PO booking and update SFDC-Opportunities.

Yahmaa Company

Riyadh, Saudi Arabia

Project and Sales Operation Specialist

July 2012 – Jan 2014

Project Management:

Managing multi-million dollar projects with (Saudi MOH, SGH, NGH, MODA and all the University Hospitals around KSA). Reviewing the clauses of signed contracts and identifying liabilities. Developing and executing strategic planning to meet the project requirements. Scheduling and coordinating between different departments to ensure projects are completed on time and budget.

Sales Operation:

Responsible for the company's bidding on tenders. Reviewing the tenders' terms and identifying risks in early stages. Preparation of tender costing that includes and not limited to (selection of items to be quoted, working in parallel with the purchase department in contacting suppliers and manufacturers, calculating the selling prices, confirming the specifications of the quoted items). Developed and maintained monitoring of sales quotes and follow up sales orders. Making calculations to prepare responses for RFQs. Providing coaching and professional development to trainees in the Sales Operation Department.

Percival Scientific Inc.**Perry, Iowa USA***Consultant**Aug 2011 – Dec 2011*

Provided consulting services as part of education. Identified the company's strengths and weaknesses in marketing. Initiated a marketing campaign. Improved the company's website and relation with the costumers. Made researches on environmental analysis, industry trends, products launch and target markets.

The Saudi Ministry of Health**Alahsa, Saudi Arabia***Assistant Pharmacist**Jun 2005 – Dec 2005*

Prepared pharmaceutical products. Managed a part of the pharmacy's inventory. Filled customer prescription orders. Confirmed prescription details for physicians. Provided drug consulting for customers.

Volunteer Activities:*Assistant Pharmacist**Dec 2004 – Dec 2004*

Worked as an assistant pharmacist to serve the pilgrims during the Hajj season. Dispensed medications and educated patients on how to use them.

Education:**University of Iowa****Iowa, USA***Jan 2006 – Dec 2011*

- Certificate in Entrepreneurial Management.
- Bachelor degree in Interdepartmental Studies.

King Faisal University**Alahsa, Saudi Arabia***Jul 2002 – Dec 2005*

- University Diploma in Pharmacy.

Cambridge Academy of English**Cambridge, England***May 2004 – Jul 2004*

- Certificate of English as a second Language.

Courses:**GE Health Care Institute - TR****Istanbul, Turkey**

- Commercial Onboarding

*Oct 2015 – Oct 2015***GE Health Care Institute - SA****Riyadh, Saudi Arabia**

- Lean Six Sigma Training – Green Belt

*May 2015 – May 2015***GE Health Care Institute - IT****Florence, Italy**

- Leadership Program

*Mar 2015 – Mar 2015***GE Health Care****Dubai, UAE**

- Lean Six Sigma Training

*Nov 2014 – Nov 2014***Awards at GE Healthcare:**

- Above & Beyond Award
- Above & Beyond Award
- Above & Beyond Award

GE - December 2015**GE - December 2014****GE - November 2014**