



Alaa Rashid Shadid

P&Co.
BD Manager & Advisor

Crater:
EXE-PMM Methodology
PM.Method Methodology
1.2.3 PCCM "Project Cost Control Methodology"

“ Don't talk, act, do, enhance, motivate , start from your self, let the result of all OF this talk about U“

A. Rashid Shadid



Professional Summary

- A goal-driven leader with more than 24 years' qualitative experience in the areas of Service Delivery Management, Program Management, Key Account Management, Project Management, Process Management and Operations, with accountability P&L.
- A Creative planner and strategist, skilful in devising plans and strategies aimed at ensuring continuous growth on existing client accounts, as well as getting new logos for the organization through effective pre-sales, relationships, stakeholder management and negotiations.
- Dexterity in leading the start up of new business practices and defining quality management processes, in line with existing industry standards and in adherence to customer contracts.
- A skilled communicator with honed relationship management, team management, coordination and analytical skills.
- Experience of working with global companies.

Leading Skills

- Leading, managing, building, enhancing and motivation teamwork.
- Using change management during operating and leading.
- Using innovation on all level of execution plan.
- Converting business strategies into structured programs and projects with deliverables identified.
- Delivering projects with minimum to get the maximum.
- Dong a perfect relation management to achieve both parties goals.

Program/ Project Management

- Service Management "Operation & Maintenance Management- Service Level Agreement Management - Delivery Management"
- Client Relationships - Team Building, Mentoring & Evaluation.



  25  **24 ~ 36 Months - > 350 Employees**

Manage the biggest:

- Network Project in the Meal East. STC NOC (SLA)
- Two of the biggest Desk Top Projects in KSA - STC & ALRAJHI BANK (SLA)
- One of the biggest O&M MOH. (O&M)



Result:

Total Years of Experience: 24 Years

Creator for: ALKADI GROUP of Est. & Partner & Co.
al-kadi-group.com – partner-co.co

Creator for : Two PM methodology “EXE-PMM – PM.Method”

Dealt with: Public – Banking – Privet – Semi-Government & military

Positions: 9 Positions within 10 Years in ALFAISALH GROUP

Total Revenue: > 600 Million SAR

Certifications: 7 certifications appreciation during working with ALFAISALAH GROUP

Special Certification: Upon request only.

Born: 1968/Riyadh.- Jordanian Nationality – Married (3 Girls 2 Boys)

Education: HASSIB Institute - Programing Certification



ITIL – Project + - 6Sigma green built – NLP

Summary Experience

Experience Started From 1993 ~ Up to now

Middle East Computer – ALFISALIAH GROUP – ALKADI GROUP – ALJERISI GROUP – Partner & Co.

Head of departments:

Call Centre & Service Delivery Manager – Contract & Order Processing Manager –

Program Manager (Implementation & O&M) – “ALFASIALH GROUP”

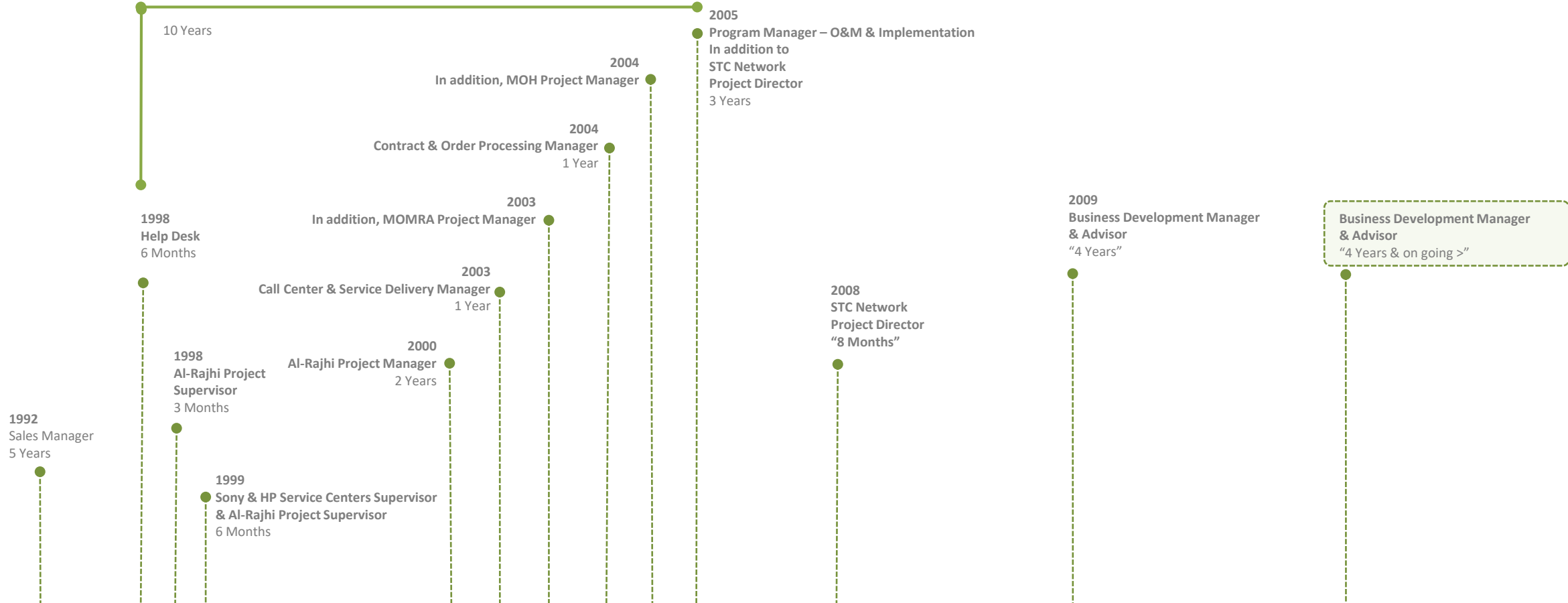
Business Development & Adviser “ALKADI GROUP “.

~Adviser & Consultant~

~Program Management~

~Delivery Management~

~Account Strategy & Relationship~



Middle Est. Computer
From 1992
To 1997

From 1998
To 2007



From 2008
To 2008



From 2009
To 2012



From 2013
To till now >



- Apperception award in 2007 at Ebttikar From PMO Vice president.
- Appreciation Served awarded for working with Al-Fasilah Group.
- Awarded one of the 22 employees for their outstanding performance and valuable support during 2005 within all Ebttikar AlFasilah Group.
- Taking the first announcement within PMO for employee of the month- 2005.
- High Performance Award - Project Manager in 2003 in Al-Fasilah Group – Ebttikar
- Appreciation Letter - For managing AlRajhi Bank Desktop project & for doubling the revenue in 2003 at Al-Fasilah Group
- Appreciation Letter - For managing AlRajhi Bank Operation Desktop project in 2003 from Al-Rajhi Bank
- Award Of Mart in 2000 at Al-Fasilah Group.

- Changing Project from loosing 25 million to profitable > 5% "Project Revenue 40MM"

- Creating anew era for the Business
- 2000 % Increasing in the Sales

- Creating P&Co. from Zero.



Get in Touch
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