**Khalid Al-Araimi**

Based in Muscat, Oman

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**CEO/MD/COO/CSO**

An accomplished and entrepreneurial C-Level business leader with an outstanding record of increased revenue delivery and sustainable profit growth in a range of technical environments including **Oil & Gas and Technology** within **Middle East and Southern Asia and Africa**, countries including **GCC, India, Turkey, Egypt, Tunisia, Sudan and UK.**

Repeatedly exceeded revenue targets by implementing transformational strategies to produce revenues of **$15M, 150% of stipulated targets**. Culturally astute with wide exposure to managing multicultural teams and using exceptional influencing skills to create effective, motivated employees that deliver beyond the organisational expectations.

Customer focused and performance-driven, highly motivated and qualified, with a strong operational background, an incisive and pragmatic management style which blends strategic vision with a confident hands-on field approach enabling growth and development with a people oriented working style.

# PROFESSIONAL AFFILIATIONS

* Society of Petroleum Engineer, SPE

Membership since 2006

* Sales & Marketing Professional Association, SMEI Membership since 2009
* CFA Membership

# Careers Snapshot

**Director**  Jul 18 - Date

WMS / WSS/ Makamen - Oman

**Integrated Project Manager** Apr 2018 - Jul 2018

Gulf Energy SAOC - Oman

**Business Development Manager** Jan 2013 - Mar 2018

Gulf Energy SAOC - Oman

**India & ME New Technology Sales** Jan 2009 - Dec 2013

**Operations Manager**

Zenith Oilfield Technology - Oman

**Regional Operations Manager** Dec 2006 - May 2009

M-I SWACO - Egypt

**Operation Manager** Mar 2004 - Nov 2006

Zenith Oil field - Kuwait

**Field Engineer** Oct 2001 - Feb 2004

Schlumberger - Oman

**Control and Automation Designer** Apr 1999 - Sep 2001

Jacobs & Partners - Kuwait

**Core Competencies**

* Operations management
* Business management
* Financial management
* People management
* Contract negotiation
* Product development
* Stakeholder management
* Strategic partnerships
* Multi-cultural team management
* Strategy development/Alignments
* Communication skills
* Realistic optimism
* P&L management / Budget planning
* Change management
* Profitability improvement
* IT knowledge
* New Technology Knowledge (AI, IOT, blockchain)
* Strong decision power
* Performance & Quality standards

**Professional Experience Details**

**Gulf energy SAOC -** *A private company operating since 2010 within the Oil & Gas sector.*

**WMS, WSS, Makamen DIRECTOR - Oman Jul 2018 to Present**

Director of three business unit owned by gulf energy with total of 345 workforces. Reporting to gulf energy SAOC group VP, P&L accountability, Overseeing the three units ’s financial performance, investments and other business ventures, Developing and executing the company’s business strategies

**Key Achievements:**

* Turned the Losses in the combined P & L for three units from -13% to Break even within the first two months.
* Restructured / merged legally the three business units under one legal entity.

**Gulf energy SAOC -** *A private company operating since 2010 within the Oil & Gas sector.*

**Integrated Project Manager - Oman Apr 2018 to Jul 2018**

Managing workover integrated project services, total of 19 services. Fully accountable for the P&L with a remit that also extends across product development through management of a product line manager for Gulf Energy.

**Key Achievements**

* Successfully Led project team to pass the client and the third-party audit for the API Cat4 maintenance for the workover hoist.
* Planned the first heavy workover well which include 8 services and lined up all required operation support, logistic, and third party management.
* Achieve $2M revenue with 28% EBITA in three months.

**Gulf energy SAOC -** *A private company operating since 2010 within the Oil & Gas sector.*

**Business Development Manager - Oman Jan 2013 to Mar 2018**

Reporting to Operation Director, assist the company acquire new customers and sell additional products, identify new sales leads, Communicating new product developments to prospective clients. Overseeing the development of marketing literature. Writing marketing analysis reports.

**Key Achievements**

* Grew revenues to by 20% in two years through the introduction of new technologies that provided creative technical solutions to fill a gap in the market.
* Penetrated North Africa market (South Sudan, Algeria).
* Penetrated the artificial lift market by winning two ESP tenders beating the monopoly holding competition and providing the company with a strong foothold in new territories thus opening opportunities to qualify for major tenders.
* International stakeholder management won a completion contract through skilful negotiations with a technical USA partner.
* Generated revenue through an operational strategy for expansion through identifying overseas business development opportunities for countries in north Africa and GCC including Saudi Arabia, Sudan and Egypt.
* Client partnership strategy qualified Makamen in the vendor approved list in PDO and Oxy to fulfil the prequalification requirement.

**ZENITH OILFIELD TECHNOLOGY** *-**An artificial lift service company founded in 2003 and based in Inverurie, UK with offices in the Middle East, North Africa, China & Southeast Asia. Zenith joined Lufkin Industries in 2012, and in 2013 became part of GE Oil & Gas.*

**India & ME New Technology Sales & Ops Manager - Oman Jun 2009 to Dec 2012**

Managed three regional heads, whilst reporting directly to the MD and acting as country manager for Turkey and India with accountability for the P&L and both countries workforces. Responsible for conducting research and market analysis to substantiate business reports and structure the business development plan focused on driving revenue, margin and market share growth. Directly managed a portfolio of 10 new technology products and account managed clients.

**Key Achievements**

* Projected gains of $4M in revenue through strategic product development of two key solutions for a major GCC oil company which resolved a major issue within only three months.
* Responsible for winning a major tender for a $6M Turkish contract by establishing the company in a new region and developing strong relationships with TPAO management, and assisting the company in the pre-qualification process.
* Launched four new products in only 18 months with a projected annual revenue of USD 15 million through skilfully analysing technology market trends.

**M-I SWACO -** *Oil and Gas drilling and exploration contractor offering an integrated suite of completion technologies comprising value-added completion and reservoir drill-in fluids, additives, clean-up tools, and engineering services.*

**North Africa Regional Operations Manager – Egypt Dec 2006 to May 2009**

Reported to North Africa VP and Product Line VP with responsibility for the mechanical wellbore clean-up tool and filtration whilst managing a team of 16 employees. Maintained operational cost control, prepared tenders, provided technical support and project managed special assignments.

**Key Achievements**

* Achieved 150% of revenue target within the first year through establishing long range objectives and specifying strategies and actions to achieve goals set.
* Grew client list through winning a significant large value tender contract in Mauritania.
* Maintained the DSO under 90 days.

**~~­­­~~ Qualifications**

MBA Executive Hull University, Business School - UK 2012

BA Arabic majoring in Literature Beirut Arab University, Lebanon 2005

High Diploma in Electronics Muscat Technical Industrial College, Oman 1999

**Published Research**

* SPE Progressing Cavity Pumps Conference, Edmonton Canada 2010 Paper title: Monitoring PCPs in 500F steam flood applications Paper No: SPE 137208.
* Middle East artificial lift forum, Bahrain 2011 Paper title: Application of high Temperature ESP gauge in Steam flood wells Paper No: 2011-00089.
* Artificial lift workshop, ONGC, India, 2010 Paper title: emerging artificial lift monitoring and optimization
* SPE Artificial Lift in 3D Bahrain Nov 2012: member of Steering Committee.
* MEALF Feb 2013: Paper Title: Advanced Downhole PCP Gauge provides accurate rotor space out in a PCP Well; Co-Author with OXY.

**Training & Certifications**

* Z-Sight- Digital Energy; Zenith Oilfield; Inverurie, Scotland (2010)
* System Integration from STEC (2009)
* Reservoir Monitoring, UK (2009)
* Finance for Non-Managers; In-house Training; MISWACO (2009), Aberdeen
* Strategic Leadership; In-house Training-MISWACO (2008), Aberdeen
* Project Management II; In-house Training; MISWACO (2008), Aberdeen
* Downhole tools theory and application; Rig math, Rig duties, hydraulics, and mechanical wellbore cleanup systems theory and strategy; MI-Swaco Training and Technology Center, Aberdeen (2008)
* Risk Management Certificate From STEC (2008)
* Project Management I; In-house Training; MISWACO (2007), Aberdeen
* Basic of Reservoir Engineering; Well data interpretation; Zenith Oilfield Technology (Internal Course) (2006)
* WCP1 - Well Testing / Well completion / Artificial lift from Schlumberger European Training Center ETC, Paris (2004)
* Data Analysis (Level 1) - Introduction to ESP systems; Phoenix (2003)
* Phoenix Multisensor (Basic) & Phoenix Bypass (Basic); Phoenix (2003)
* Data analysis (Advanced); ALXP ESP Diagnosis; Phoenix (2003)
* OFS1; Schlumberger Malaysia Training Center (2002)

**Languages**

Fluent in English and Arabic