

بسم الله الرحمن الرحيم

Personal & Contact Information:

Name : Hani Mohammad Sulaiman Al-Kadi هاني محمد السليمان القاضي
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My Online CV: <http://faculty.kfupm.edu.sa/MGM/alkadi/CV.htm>

Career Objective & Target Job:

My Objective: Looking to be with a teamwork in a challengeable environment that needs innovation, creative, analytical and communication skills to develop the business of the company, improve the efficiency & effectiveness, and satisfy its customers

Position Sought: **Business Development / Strategic Planning**

Work Experience:

In King Fahd University of Petroleum & Minerals (KFUPM): April 1996 up to Present:

1- Director, Business development Unit (BDU) September 2006 up to Present
My responsibilities & achievements are:

- Establish the Business Development Unit at KFUPM.
- Responsible to cooperate with the academic colleges & departments at KFUPM to develop and market the BDU projects & activities:
<http://faculty.kfupm.edu.sa/MGM/alkadi/BDU.pps>
- Responsible to develop a strategic agreement between KFUPM and Saudi organizations.
- Responsible to cooperate with the Personal Skills Program at KFUPM to market its activities

2- Coordinator, Business development Unit (BDU) March 2002 to September 2006

My responsibilities & achievements were:

- Responsible to cooperate with the director of the Business Development Unit (BDU) to develop a plan for the BDU & develop its activities.
- Responsible to market the BDU projects & activities.
- Responsible to develop a strategic agreement between the Collage of Industrial Management, KFUPM and Saudi organizations.
- Developed [the Course Sponsorship Program](#).
- [Marketed about 20 projects](#) in the Course Sponsorship Program.
- Developed the BDU web site.
<http://faculty.kfupm.edu.sa/MGM/alkadi>
- Developed and updated our collage alumni database and [Saudi business Database](#).

3 - Manager, Business Incubators Section – Research Institute, January 2001 to March 2002

My responsibilities & achievements were:

- Established a plan for Business Incubators section.
- Developed a marketing plan for Quality and Management Systems section, Center of Economics and Management Systems – Research Institute- KFUPM.
- I was the leader of the group who was responsible to develop human resource plan for The Center of Economics and Management Systems

4- Graduate Assistant at MGT & MKT Department – College of Industrial Management, Since April 1996

My responsibilities:

- Responsible to complete my MBA programs.
- Responsible to help students and faculty members in research and academic jobs.

Education:

1- King Fahd University of Petroleum & Minerals (KFUPM) May 2000
Eastern Province, Saudi Arabia

Degree: MBA (Master of Business Administration) with GPA 3.13 / 4

2- King Saud University June 1995
Riyadh, Saudi Arabia

Degree: Bachelors – Accounting with GPA 4.02 / 5

Skills:

- Communication skill
- Business analysis & development
- Self-Motivated
- Relationship builder
- Microsoft Office software & the Internet

References:

Name	Company / Institute	Position / Title	Contact Information
Dr. Abdulaziz Al-Suwaiyan	King Fahd University of Petroleum & Minerals (KFUPM)	Vice Rector for Academic Affairs	Tel: 03 - 860 1200 suwayyan@kfupm.edu.sa
Mr. Khaled Al-Zamel	Collage of Industrial Management, KFUPM	Director, Business Incubator	Tel: 03 - 860 1028 alzamel@kfupm.edu.sa
Dr. Aref Al-Ashban	Collage of Industrial Management, KFUPM	Dean, Collage of Industrial Management (2003 – 2006)	Tel: 03-860 2700 alashban@kfupm.edu.sa
Dr. Eid Al-Shammari	Collage of Industrial Management, KFUPM	Dean, Collage of Industrial Management	Tel: 03 - 860 2700 shammari@kfupm.edu.sa
Dr. Al-Hassan Abdul-Muhmin	Collage of Industrial Management, KFUPM	Associate Professor	Tel: 03-860-4265 alhassan@kfupm.edu.sa

Curriculum Vitae

For

Hani M. S. Al-Kadi

Director, Business Development Unit (BDU)
King Fahd University of Petroleum & Minerals

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