

Curriculum Vitae

Personal & Contact Information:

Name : Hani Mohammad Sulaiman Al-Kadi
Nationality: Saudi **Birth date:** 23 May, 1974
ID# : 234417 **Issue At:** Riyadh **Date:** 10 / 10 / 1412
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Career Objective & Target Job

My Objective: Looking to be with **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: **Strategic Marketing / Business Development**

Desired Location: Riyadh or Eastern Province

Work Experience:

In King Fahd University of Petroleum & Minerals (KFUPM): *Since April 1996*

1- Assistant Director – Business development Unit (BDU) *Since March 2002*

My responsibilities & achievements are:

- 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 Chamber of Commerce & industry in Eastern Province.
- Developed [the Course Sponsorship Program](#).
- [Marketed 9 projects](#) in 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](#).

2- 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.

3- Graduate Assistant at MGT & MKT Dep., College of Industrial Management, *Since April 1996*

Responsible to cooperate with faculty members to develop real case studies about Saudi companies. In fact, we have developed [9 case studies](#).

In the past, I was responsible to complete my MBA programs. In addition, I was responsible to help students and faculty members in research and academic jobs.

Skills:

Skills:	Level	Years in Practice
Communication skill	Intermediate	More than 3 Years
Business analysis & development	Intermediate	More than 2 Years
Self-Motivated	Intermediate	More than 3 Years
Relationship builder	Intermediate	More than 3 Years
Microsoft Office software & the Internet	Intermediate	More than 5 Years

Education:

1- King Fahd University of Petroleum & Minerals (KFUPM) May 2000

Degree: MBA: Master of Business Administration **GPA: 3.13 / 4**

Note: I have completed my MBA program in May 2000. However, I have to submit the GMAT test to receive the master degree.

2- King Saud University June 1995

Degree: Bachelors – Accounting **GPA: 4.02 / 5**

Membership:

Saudi Management Association SMA, **Member** Since May 2001

Professional Activities:

Date	Name of Event	Location
19-21 April 2004	Second Administrative Sciences Conference	Dhahran
14-15 October 2003	The second Marketing annual meeting 2003	Dhahran
30-31 October 2001	3 rd HRD Conference: HRD Strategies	Dhahran
02-03 October 2001	8 th Conference For the GCC Industrialists	Riyadh
26- 28 May 2001	2 nd Arab Forum on Small & Medium Industries	Kuwait
05 May 2001	The First Meeting of Saudi Innovators	Riyadh
31 May –1 April 2001	Science Park Workshop at KFUPM	Dhahran

Short & Training Courses

Date	Name of Course	Institute	Location
18 April 2004	Customer Care	K.F.U.P.M	Dhahran
29 – 31 Dec 2002	Web Designing (Flash MX)	K.F.U.P.M	Dhahran
29 – 31 Dec 2002	MS Access 2000	K.F.U.P.M	Dhahran
11 – 13 May 2002	How to Start your Own Business	Chamber of Commerce	Damam
18 – 19 March 2002	Leadership Through People Skills	K.F.U.P.M	Dhahran
21 Feb 2001	Intro. To Process Expert Professional	Environment Consulting	Dhahran
7 April–15 May 2001	TOEFL Preparation	K.F.U.P.M	Dhahran
21 June - 20 Aug 99	Intensive English Language Course	American Language Academy	U.S.A
14 Sep - 5 Nov 96	Upper Intermediate English (Level 5)	K.F.U.P.M	Dhahran
8 Jul – 30 Aug 96	Intensive English Language Course	Newnham Language Center	England

References:

Name	Company / Institute	Position / Title	Contact Information
Mr. Khaled Al-Zamel	Collage of Industrial Management, KFUPM	Director, Business Development Unit	Tel: 03 - 860 1028 alzamel@kfupm.edu.sa
Dr. Eid Al-Shammari	Collage of Industrial Management, KFUPM	Chairman, Department of MGT & MKT	Tel: 03 - 860 2130 shammari@kfupm.edu.sa
Dr. Al-Hassan Abdul-Muhmin	Collage of Industrial Management, KFUPM	Associate Professor	Tel: 03-860-4265 alhasan@kfupm.edu.sa
Dr. Taqi Al-Faraj	Collage of Industrial Management, KFUPM	Associate Professor	Tel: 03 - 860 2724 tagi@kfupm.edu.sa
Dr. Hassan Abu Shamma	King Fahd University of Petroleum & Minerals	Director, Prince Naif Center	Tel: 03- 8603649

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For

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