

**Resume of Al-Essa, Abdulrahman Suliman**  
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**OBJECTIVE** To be one of the key business leaders, whom contributes to the global economy, equipped with advanced high education and achievements from practical experience, challenge is what drives me.

**EDUCATION**

**2000-2005**



Graduated from KFUPM with **Bachelor degree** in Systems Engineering (specialised in Industrial and operation research), in 28 August 2005 with honours degree. The cumulative and major GPA's were 3.273 and 3.625 respectively out of 4.00. Moreover:

- Leader of productivity team in Asphalt Company.
- Partner in Oracle Enterprise Resource Planning (ERP) project.
- Elective courses taken: productivity engineering and management, human factor (ergonomics) and industrial information systems (SAP system).
- Received **3<sup>rd</sup> level honour** acknowledgement letter in 2003.
- Received **2<sup>nd</sup> level honour** acknowledgement letter in 2004.
- Received **2<sup>nd</sup> level honour** acknowledgement letter in 2005.
- Received another **1<sup>st</sup> level honour** acknowledgement letter in 2005.
- Interested in product management, operation research and continues improvement of processes by applying optimization methods.

**2005-2008**

Enrolled with a special program offered by SABIC and attended the following:

- Two **English language** training courses.
- **Computer Skills** Training (MS Word, MS Excel, MS PowerPoint and MS outlook & Email courses)
- **Management skills courses:**
  - Effective communication skills
  - Time management.
  - Creative problem solving & decision making.
  - Personality at work.
  - Technical report writing.
  - Effective presentation skills.
- **Professional courses:**
  - B2B Marketing Strategy Based on Your Customer Value Proposition, conducted in Management Center Europe (MCE) in **Brussels.**
  - Product management in B2B, conducted in MCE in **Brussels.**
  - Petrochemical Industry Fundamentals, in **Taipei.**
  - Logistics Process Excellence, Order to Cash, Supply Chain IT Tools, KPI and Customer Clustering for Managers & Staff (Supply Chain Management training), Conducted in **Riyadh.**
- Conducted two MBA courses in managerial finance and accounting as a part timer while working in SABIC.



**Feb 2011**

Earned **Cornell Entrepreneurship Certificate**, held in King Abdullah University of Science and Technology (**KAUST**).

**Feb 2011**

Graduated with **Master of Science** in systems/Industrial engineering with Honours GPA of 3.72 out of 4.00 while working at KFUPM as a faculty member.

## BUSINESS EXPERIENCE

**Summer 2005** Trained in **Saudi Aramco** as a summer trainee for two months, where I joined the automation team in the facility planning department. Enrolled with a study of upgrading the automation systems (PLC's and DCS) for one of the affiliates, and did an economical feasibility study to support connecting and modifying the automation systems for Juimah offshore and onshore plants.

الرامكو السعودية  
Saudi Aramco



**2005-2009** Worked in **SABIC** as **Product Executive** for the Mono Ethylene Glycol (MEG) product, more than 2.5 Billion USD Annual revenue business, in the Chemicals marketing SBU department in SABIC. Where my mission was to manage and optimize the marketing mix by performing necessary analysis and actions, also:

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- Worked as acting manager for MEG and other products as well.
- Member in the Marketing Committee Meeting (MCM) for Sharg, Petrokemya and Yanpet affiliates.
- Responsible for Monthly KPI, Quarter and semi-annual performance evaluation, Pricing proposal, allocation of product among my related regions, Inventory monitoring and analysis inside & outside KSA and tracking of the competitors, customers and market activities.
- Focal person for Intermediates SBU 2009 marketing budget for four products, and succeeded to be approved from the executive committee.
- Member and focal person in Business Intelligence project team.
- Representative member in Risk Management project team.
- Hands-on experience in SAP system.
- Received Good, Very Good, Very Good in SABIC evaluations in 2005, 2006 and 2007 respectively.
- Participates in several global conferences as below:
  - Asia Petrochemical Industry Conference (APIC) held in Taiwan in 2007.
  - European Petrochemical Association (EPCA) held in Berlin in 2007.
  - EPCA held in Monte-Carlo in 2008.

Moreover, as per SABIC Professional Development Program, I worked in **two plants** (UNITED and Ibn Rushd) to familiarize myself with the Glycols, Purified Terephthalate Acid (PTA) and polyester production processes. This gives me the opportunity to explore the major plants equipments, safety rules, organization structure, products, policies & main procedures followed by both plants, the most important advantage was **working in the operational part of the business**.

Moreover, worked in the planning and economics department in UNITED, where I was given different tasks to:

- Master the business planning activities and logistic procedures.
- Understand/contribute in balancing production targets with market needs.

Also, worked in a special assignment with the **supply chain management department**. in **SABIC-Europe, Netherlands** for more than two months, where I conducted a network optimization program together with a scenarios simulation project for distributing MEG product in Europe.

**2009-2011**



Worked at **KFUPM** as a faculty member in Systems Engineering Department. Taught introductory level courses in Industrial engineering and carried out several assignments for the department as needed. Moreover:

- Member in the industrial liaising committee in Systems Engineering Department.
- Member in the events committee in Systems Engineering Department.

**2011-Present**



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Saudi Aramco

Currently working in **Saudi Aramco** as a **planning and programs analyst** in the downstream division, where my mission is to:

- Coordinates the preparation of routine or special reports for department management review and approval.
- Works with corporate group in maintaining the flow of business information to assist Department Head/Division Heads in keeping operations, manpower, and financial budgets within established programs and standards.
- Conducts studies relating to technical or business analysis-productivity and effective utilization of funds and resources or other areas of concern.
- Develops cost control measures required to meet cost, schedule or program objectives.
- Provides and records operations performance data with particular emphasis on portrayal of trends.
- Conducts special studies as assigned.
- Provides for the development and maintenance of statistical reports, visual presentations and others for management purposes.
- Solves problems and handles other matters such as those related to operations, personnel administration, and emergency needs as assigned.
- Directs the work of subordinates as applicable.
- Handles contract work such as auditing invoices from contractors, interpreting contract provisions, checking correctness or arranging corrections, monitors contractor performance for compliance or provides assistance and support in procurement.

## MAJOR ACHIEVEMENTS:



- Achieved higher than 10% **growth rate increase** in total sales volume in 2008 in my related regions.
- **Increase 2009 estimated sales** in my related regions, in contractual basis by 36% .
- **Penetrates new market** (Mexico), after adding N/S America to my regions, to help depleting SABIC inventory after 2008 financial crisis effect on the global demand.
- Succeed to **continue supplying** major European customers after an insurance company refuses to cover them in 2008, by evaluating different payment options and credit exposure limits.
- Participate in **conducting purchasing transactions** from China Market, with lowest risk possible, to fulfil SABIC Contracts, after a production shortage, and succeeded in avoiding any loss in total, with meeting customer expectations.
- Achieved as owner of a task in Jan 2008, SABIC record performance in balancing the revenue evenly among four SABIC Affiliates, by setting and monitoring a **decision making tool**, that chooses Customers, Qty, regions and timing of the transactions for each affiliate.
- **Establish optimization software** that spot saving of at least 18,000 Euro, while working in supply Chain Management Department in Sittard, Netherlands.
- **Establish optimization program** to evaluate different pricing formulas, used in 2008 offers to USA, India and Pakistan polyester producer customers.
- Succeeded as Owner of one of SBU procedures, to **continue being ISO certified** in 2008.
- Succeeded in setting pricing mechanism to **avoid anti dumping** case for my product.



- Formulate a model for **Dynamic Optimization of Price, Warranty Length and Production Rate**, that Covers Shortage Penalty and Deterioration Factors, visual basic program was developed based on this model, to ease use for industry.
- Applied **Network Flows Algorithm** in Light-Cover Production Line in a car accessories Company, to find the optimal lot sizing.
- Applied **Decision Making Techniques** for Evaluating Different Criteria's for Contractor's Selection.
- Originate a new and more generalized approach for **Economic Selection of Target Values** in quality control area, which optimizes the process parameters.

## **PUBLISHED PAPERS**

- Al-Essa, Abdulrahman Suliman, Developing General Economic Selection of Target Values, With Variable Specification Limits and Costs Incurred. World Academy of Science, Engineering and Technology 69 (2010). Present it in the International Conference on Industrial and Systems Engineering, held in **Singapore in 2010**.
- Al-Essa, Abdulrahman and Al-Yagoub, Mohammed, Dynamic Optimization of Price, Warranty Length and Production Rate that Covers Shortage Penalty and Deterioration Factor. World Academy of Science, Engineering and Technology (2011). Present it in the International Conference on Industrial Electronics and Systems Engineering, held in **Venice, Italy in 2011**.

## **PERSONAL BACKGROUND**

Having a VISION of completing my bachelor and masters with honours and being able to mark a contribution in the business field, with real experience and higher education in Industrial Eng. gives me the aspiration needed to succeed.

Born in 1982, single, Saudi, grew up in Al-Khobar city, Saudi Arabia. Travels include Italy, France, Switzerland, Holland, Germany, Belgium, Luxemburg, Spain, Britain, Malaysia, Taiwan, Japan, Philippines, Singapore, India, Egypt, UAE and Turkey. Interests include reading about industrial trends (e.g. Quantitative Techniques in Marketing and Financial Applications) and playing squash as a favourite sport.

## **REFERENCES**

References are available upon request.