

Riyadh A Abaalkhail

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Exceptionally successful, accomplished professional seeking a senior leadership position to leverage multifaceted competencies and deliver outstanding results aligned to organizational vision, mission, objectives & values

Expertise In

- Business Management
- Project Management
- Investment Promotion
- Business Development
- E-Governance
- Business Process Reengineering
- Regulatory Compliance
- Licensing & Incentives
- Finance & Accounts
- KSA Business Environment
- KSA Manufacturing Sector
- Business Analytics
- Stakeholder Management
- Teambuilding & Leadership

Training

- On-the-job training in Financial Statement Analysis, KPMG KSA, 2013
- Project Management
- Finance & Accounting
- Leadership & Teamwork
- Customer Service
- Managing & Motivating towards Excellence

Profile Highlights

- ➔ Versatile enterprising professional with 16+ years of rich hands-on experience with SAGIA & SIDF in promoting & regulating investments in Saudi Arabia
- ➔ Comprehensive understanding of the overall business environment in the Kingdom with extensive experience in analysis of investment proposals.
- ➔ Proficient in managing business process reengineering & e-governance projects to automate processes and substantially enhancing productivity, quality, performance and integrity.
- ➔ Capable of developing & delivering training modules to employees across all levels to build competencies in handling newly reengineered/automated processes.
- ➔ Deft in building & sustaining high level productive relations with stakeholders and leading, coaching, mentoring & motivating professional teams eliciting superior performances.
- ➔ Proactive achievement driven professional with strong leadership skills and exceptional communication, influencing, problem solving, decision making, planning & execution competencies

Career Graph

Director of the Investment Follow-up Department | SAGIA, Riyadh KSA,

2016 to date

SAGIA is KSA's central agency for inward investment in Saudi Arabia to help attract investments to serve the development goals and participate in the diversification of Saudi economy <https://www.sagia.gov.sa/en/>

Report to: Deputy Governor Team: 40

Accountabilities:

- Lead a team of branch managers & specialists posted in Riyadh, Jeddah, Eastern Region & Madinah and plan & execute audits & inspections of foreign entities across KSA to ensure adherence to foreign investment law.
- Member of the Violations Committee (2015 to date) which investigates violations of the foreign investment law by foreign entities

Achievements:

- Led the design & implementation of a revamping project which reengineered processes and migrated to SAP achieving 100% automation of operations. The system is live now & has made a significant impact in improving productivity, quality & efficiency of the inspection process. The replacement of manual systems with online transactions has reduced time & effort and increased customer satisfaction among the foreign entities.
- Anchored the innovation, design & implementation of an e-governance project based on the Government's YASSER e-government program (<http://www.yesser.gov.sa/en/>) to obtain updated government data related to foreign entities licensed by SAGIA leading to improved quality & reduced time required for day to day operations. Covered 13,000 services under the project in 5 months & trained 30+ employees in managing the processes.

Senior Business & Process Development Manager

January 2015 – July 2016

Reported to: Director of Business Development

Accountabilities:

- Led the planning, development & implementation of several business process reengineering projects from creation of the requirements document to development, testing, user training & go-live of the automated processes.
- Worked as a **Member of the Licensing Committee** (2014 – 2015)
- Served as the **Manager of the Central Region Business Centre** (January 2015 – August 2015)

Achievements:

- Led the design & implementation of a project for migrating 7 of the most in-demand services of SAGIA Business Centers from manual processes to online platforms. This enables investors to submit requests without physically visiting the Business Centre speeding up the process & improving quality of governance. In 10 months, migrated 1,500 services to the online platform, trained 40+ employees in using the system and reduced customer visits to SAGIA by 50%. Improved overall productivity by 10% & reduced headcount by 3 persons
- Led the Financial Statements Analysis Project (2013 – 2015): Worked closely with a team of 10 accountants deputed by KPMG – one of the Big 4 Audit firms – and created a procedure for analyzing financial statements of foreign entities to ensure their compliance with KSA regulations & measure their impact on the Kingdom's economy and produce final reports on individual entities which are easy-to-read by non-finance people. This ongoing project started in mid-2013 has to date completed analysis of **financial statements of 3000+ foreign entities.**

Associate General Manager for Business Development

March 2013 – January 2015

Reported to: Director of Investment Follow-up Department

Accountabilities:

- Built & led a team comprising of expert engineers & fresh graduate engineers and scheduled & conducted technical visits of foreign entities producing technical reports providing a clear picture of the foreign entity to decision makers in SAGIA.
- Led the design, development & implementation of several business process reengineering projects in the department.

Achievements:

- **Technical Visits Project** – Initiated the project in mid-2013 with the objective of increasing the quality & quantity of onsite technical visits and technical reports related to foreign entities. Interviewed 80+ candidates and built a team of 15+ engineers for conducting the technical visits. Trained the team members on investment regulations, methods for analysis of the entities and writing of technical reports to give a clear picture of the entity to decision makers. Conducted a preliminary study of all licensed foreign entities and identified entities requiring detailed onsite investigation and kicked-off the ongoing project targeting a base of 3000+ entities.
- **Development of a SAP system for the Investment Follow-up Department** – Led a major project for improving the departmental performance. Reengineered the process from the initial observation of the violation to the final decision of revoking or activating the entity. Defined organizational structure with authorities & responsibilities, built logics & rules for improved governance, designed electronic warning letters and improved mobility by using iPADS & PCs for data capture during site visits. Solved all technical issues related to the implementation of the project. Completed 1500+ visits capturing data through iPADS in 4 months.
- **Reengineered all processes** – renewal process, special services process, issue of labor supporting letters with clear documentation improving efficiency of both the employer & the decision maker

Manager of Energy Industries & Manufacturing

2006 – March 2013

Accountabilities:

- Led & managed activities of the team for promoting investments in the energy sector in the Investment Promotion & Attraction Agency of SAGIA. Conducted studies of the sector, managed relations with local & foreign stakeholders, hosted delegations of overseas companies interested in investing in utility & manufacturing sectors in KSA, briefed them on the overview of the business environment in KSA and provided information on applicable regulations & incentives to investors.
- Represented SAGIA in the Permanent Committee for Customs Exemption under the Ministry of Commerce & Industry. Participated in evaluating & approving exemptions from customs duties on raw materials, machinery & equipment for each industrial facility in KSA. Resolved issues related to foreign investors & answered questions received by SAGIA

related to customs duties. Audited foreign investment licenses submitted to the Committee and ensured adherence to regulations

- Prepared several comprehensive reports & periodic reports related to the energy sector including Investors' Guide and Investment Opportunities in the Utility Sector.
- Tracked & maintained a panoramic view of ongoing & upcoming power, water & manufacturing projects across KSA.

Achievements:

- As a member of the Permanent Committee for Customs Exemption, approved customs exemptions with a cumulative value of SAR 4 billion in 2009.
- Contributed to the development of procedures to control submissions by industrial investors to the Permanent Committee for Customs Exemption.
- Facilitated a major investment in KSA by the leading global foods company Mars Inc by convincing the Customs authorities to provide additional incentives. The company has set up & is operating its manufacturing facility in KSA.
- Prepared a comprehensive study report on the special zones in the GCC region, benchmarking special zones in KSA against the most successful special zones in the region. Provided a complete overview of the best investment attracting destinations in the Gulf regions, mapped strengths & weaknesses of zones in KSA, prepared strategies to improve negotiation position with investors including design & proposal of new investment offers for targeted foreign companies, lobbying for new incentives as per requirements and preparation of effective marketing materials to promote KSA as an investment destination

Technical Consultant –Projects Department | Saudi Industrial Development Fund – SIDF, Riyadh KSA, 2000 – 2006

SIDF provides finance & advisory services to support growth & development of local industrialization and upgrade the level of industry performance <http://www.sidf.gov.sa/en/>

Accountabilities:

- Led & participated in evaluation & verification of feasibility studies of several multimillion Saudi Riyal projects.
- Conducted in-depth analysis of each company applying for loans from SIDF including full breakdown analysis of cost requirement, technology used, management team evaluation, etc...
- Qualified applicant companies and provided detailed reports highlighting issues related to fixed cost, process or management based on which SIDF determined decisions for approval/rejection of loan request and calculated the amount of loan to be sanctioned.

Education

- **Advanced Course in Design, Manufacture & Management (ACDMM), Wolfson College, Cambridge University UK, 2001 – 2002** – ACDMM is a one-year postgraduate course delivered through a mix of academic study & 8 3-week full-time real-life projects in major British companies (<http://www-g.eng.cam.ac.uk/125/1950-1975/acdmm.html>). Completed projects in management, marketing, manufacturing, design, process improvement & risk management with companies like Pilkington, Textron & Raymarine. Gained excellent exposure to various fields & markets and acquired project management skills, problem solving & leadership skills
- **Bachelor's Degree in Electrical Engineering, College of Engineering, King Saud University, KSA, 1995 – 2000** GPA: 4.24/5.00

Personal Particulars

- Date of Birth: 8 September 1977
- Languages: English & Arabic
- Nationality & Passport: Saudi
- Preferred Job Location: Riyadh KSA