



BASHEER A. ALMUSBAHI

Jeddah, Kingdom of Saudi Arabia

Contact: +966 55 657 3411, E-mail: b.almusbahi@gmail.com

Senior Profile – Deputy General Manager (ForeVision Intelligent Transportation Systems)

Profile Summary

A highly motivated professional leader with consummate business developer with a record of generating and building relationships. Managing projects from concept of start to completion, designing business strategies, developing and maintaining all day-to-day business activities which enhance individuals to success. With skilled in building cross-functional teams, demonstrating exceptional communication skills, and making critical decisions during challenges. An adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals. Have strong previous technical experience in coding, solution architect and managing Security system. Ensure technical and functional designs meet business requirements with well-honed international business experience.

Area of Expertise

- | | |
|---|--------------------------------|
| ◆ Team Leader | ◆ Business Development |
| ◆ Information technology Knowledge | ◆ Integration |
| ◆ Project Management | ◆ Proposal & Negotiations |
| ◆ Relationship management | ◆ Team Building & leadership |
| ◆ Product/Solutions Development | ◆ Business Process improvement |
| ◆ Performance Management | ◆ Strategic planning |
| ◆ Application development & software engineer | ◆ Requirements analysis |

Exclusive Synopsis

- Oversee the day-to-day operations, which can include negotiating contracts with vendors or prospective customers, assigning tasks, leading meetings and implementing initiatives handed over by the management or executives. Analyzing & implementing policies and procedures, oversee short- and long-term business plans, Self-initiative in business & projects budgeting activities.
- Decisive, influencing leader and result-oriented team player with excellent liaison, networking, communication, interpersonal and problem-solving skills which help organizational growth strategies.
- Efficient in tracking & evaluating competition, realigning strategies to build a competitive edge of the techno-commercial proposal, situational negotiations, and finalizing contracts and agreements.

Professional Experience

Deputy General Manager | ForeVision

October, 2017 - Present

Job Profile

- ◆ Monitoring overall budget in collaboration with the head of Operation, Technical, Communication, Business Development, and Account Management & Project Sponsor.
- ◆ Monitoring company finances in collaboration with head of Finance and Accountants.
- ◆ Developing the company Plans in order to implement and oversee all company initiatives and projects.
- ◆ Support and develop the company products in collaborate with technical team.
- ◆ Identify new opportunities within defined business verticals and principal risks to the company.
- ◆ Oversee short- and long-term business plans and initiatives and help in Projects budgeting and activities.
- ◆ Support the development of business with Key performance indicators and measurement standards
- ◆ Define medium-term strategic plans to expand current business.

Business Development Manager | ForeVision

Mar, 2016 – October, 2017

Job Profile

- Managing and retaining relationships with existing clients in Oil & Gas Sector such as Saudi Aramco, Sabic and Government sector like MOI, MOD ... etc.
- Writing Project Business proposals (Technically and Financially).
- Drafting and reviewing business contracts between my company and our clients and suppliers
- Identifying and mapping business strengths and customer needs and wants.

Senior Software Integrator | ForeVision

Jan, 2015 – Mar, 2016

Job Profile

- Validates data integration by developing and executing plans and scenarios including data design, tool design, data extract/transform, hardware and networks.
- Develop all kind of security system and abilities to dealing with hardware (Biometric -Face recognition- Scanners - ANPR Cameras - Indication and sensors - Magnetic Cards - Other control devices).
- Integrate ANPR system with S&B PMS of Queen Alia International Airport (Jordan)
- Integrate ANPR System with Motor Vehicle Periodic Inspection (MVPI) System (Jeddah, Riyadh)
- System Integration Between ANPR and PMS for Barwa Mall and Qatar foundation (Qatar)
- System Integration between Archive System with Emis ERP System (Al Musbah Group)
- ANPR system Integration with NIC database for KAUST, MOI (Jeddah, Riyadh)

Senior Software Engineer | ForeVision

Jun, 2012 – Jan, 2015

Job Profile

- Experience in Software Design, Development, Testing, Implementation, Integration, Upgrading and technical Client supports.
- Experience in Intelligent traffic system equipment's i.e. Radar, Loop detectors and other detection devices, Barriers, Cameras, Access Control, etc.
- Experience with 3-tier architecture development.
- Experience in ActiveX and .NET Components.
- Experience in data communication over COMM/LPT (I/O) Ports and TCP/IP SOCKET
- Experience in ANPR (Automatic Number Plate Recognition) and Parking Solution's Hardware such Cameras, Loop detectors, Barriers and other Related devices.
- Experience in Security Products - Biometrics, Face detection and access control.

Software Development Engineer | ForeVision

October, 2007 – Jun, 2012

Job Profile

- Hardware & Software design and development of LPR components, planning, development and execution of LPR solutions for both Access control and traffic control, Integrations services with third party application and / or systems.
- Developed and maintenance company Products and put all required enhancement on (PRS, SecuAccess, SecuPlate. etc.) using Visual Basic .NET 2.0, 3.5, 4.0, 4.6, Crystal Reports 11/8.0/7.0 with Oracle 10g, 11g etc., MS SQL Server 2000, 2005, 2008, 2014. etc.
- Analyzing Information, General Programming Skills, Software Design, Software Debugging, Software Documentation, Software Testing, Problem Solving, Teamwork, Software Development Fundamentals, Software Development Process, Software Requirements.
- Full lifecycle application development.
- Designing, coding and debugging applications in various software languages.
- Software analysis, code analysis, requirements analysis, software review, identification of code metrics, system risk analysis, software reliability analysis.
- Experience in ASP.NET, Jscript, HTML.
- Software modeling and simulation.

Participating in development and handover security system to:

- ◆ Saudi Aramco
- ◆ Sabic
- ◆ KAUST
- ◆ QAIA
- ◆ MVPI
- ◆ Qatar Foundation
- ◆ MOD
- ◆ MOI
- ◆ Savola Group
- ◆ KFUPM
- ◆ NCB
- ◆ Barwa Mall Qatar
- ◆ Taif University
- ◆ Tabouk University
- ◆ JCCI
- ◆ Presidency of State Security

Data / System Analyst | Almusbah Group

September,2006 - October,2007

Job Profile

- Determines operational feasibility by evaluating analysis, problem definition, requirements, solution development, and proposed solutions.
- Interpreting data, analyzing results using statistical & Database (Oracle, SQL Server, Access DB) techniques.
- Developing and implementing data analyses, data collection systems and other strategies that optimize statistical efficiency and quality.
- Analyze business requirements.
- Translate business requirements into technical designs.
- Determines operational objectives by studying business functions; gathering information; evaluating output requirements and formats.
- Designs new software/configurations by analyzing requirements, constructing workflow charts and diagrams, studying system capabilities, writing specifications.
- Improves systems by studying current practices and designing modifications.

Credentials

Education

- PMP Certified # **2854862**, PMI Member # **6768385** 2020
- Master of Business Administration in International Management, Geneva Business School, Geneva, Switzerland 2017 - 2019
- Qualifi Level 7 Diploma in Strategic Management and Leadership, London, United Kingdom 2018

Professional Development

- ◆ Projects Management
- ◆ Soft Skill, Time management & negotiation skills
- ◆ Visual Studio & MS SQL Server
- ◆ Oracle Database & Microsoft Office Add-on
- ◆ Web Application programming
- ◆ System Integrator

Personal Particulars

Language Known: Arabic (native)

English: fluent

Location Preference: anywhere inside the kingdom or outside

Reference:

Name: Mr.Danish Habib , Project Manager & Operation Director ,

Mobile: 055 147 3472,

E-mail: Danih.khan83@hotmail.com