

Omar Shulaywih AlQahtani

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Executive Summary

Strategic Business Development Leader with a proven record of expanding B2B and B2G markets, securing multi-million-dollar contracts, and driving sustainable growth through strategic planning and partnerships. Expertise in bid & proposal management, operational transformation, and organizational restructuring. Skilled in leading cross-functional teams, optimizing ROI, and aligning business initiatives with long-term goals.

Professional Experience

General Manager | OK Business Services, Khobar | Jan 2019 – Present

- Lead full-scale business operations with a focus on revenue growth and strategic expansion.
- Implement technology-driven solutions that improved ROI and streamlined operations.
- Developed and executed long-term strategic initiatives to enhance competitiveness and market positioning.
- Built strong client relationships that improved customer retention and long-term partnerships.

Management Consultant | Sniperhubs, Khobar | May 2023 – Present

- Guided ISO 9001:2015 certification, improving compliance and operational efficiency.
- Conducted strategic gap analyses and implemented long-term organizational change.
- Facilitated executive reviews to track performance and drive continuous improvement.

Management Consultant | PBS KSA, Khobar | Jun 2023 – Oct 2023

- Designed strategic improvement plans to optimize workflows and reduce operational bottlenecks.
- Collaborated with executives to restructure organizational processes, boosting agility and performance.
- Enhanced information governance through advanced records management systems.

Administrative Manager | Jeongpoong Saudi LLC , Khobar | Mar 2011 – Mar 2013

- Designed and implemented workflow processes that boosted overall team productivity by 20%, driving operational excellence.
- Trained and mentored employees on regulatory compliance and internal policies, ensuring full adherence to legal standards and reducing compliance risks.

Education

MBA (in progress) | Ahlia University, Bahrain | 2024 – Present

BBA, Business Administration | Imam AbdulRahman Bin Faisal University, Dammam | 2016 – 2020

Diploma, Industrial Management & IT | Institute of Industrial Management & IT, Dammam | 2017 – 2019

Key Skills

Business Development & Strategic Planning | Bid & Proposal Management (B2B & B2G) | Partnership & Stakeholder Management | Organizational Restructuring & Change Management | Process Optimization & Operational Efficiency | ISO 9001:2015 Implementation | Data Analysis & Decision-Making

Achievements

- Delivered 433+ feasibility study consultations for entrepreneurs and SME owners as part of MonshaatSA initiatives in June 2023 — helping transform ideas into real businesses and supporting sustainable growth.

Languages

Arabic (Native) | English (Professional)