

ZAKARIA AOUASSAR

PROFESSIONAL SUMMARY

Zakaria Aouassar is a versatile and innovative management professional with over 5 years of experience in operating various departments within diverse industries. Zakaria specializes in organizational development, team building and cost cutting procedures. He is skilled at seeing the "big picture" while also focusing on the details of processes and systems. A strong believer in the power of positive thinking in the workplace, Zakaria is proud to contribute to improved efficiency and satisfaction company wide. He has personally found great benefits in implementing wellness measures in his own life, including meditation and football.

WORK HISTORY

GENERAL MANAGER 12/2016 up today.

Marsicon Electromechanical Contracting LLC. Dubai, United Arab Emirates

PURCHASING MANAGER 12/2017 up Today.

Maricon Electromechanical Contracting LLC.

- 1- **Kuwait Project:** Testing & Pre-commissioning activities for 132/11KV S/s Contract PAHW/1428/2020/2021 (MULTA). **(850,736.00KWD).**
- 2- **Oman Project:** Construction of Nahdah 400/132Kv 2*500MVA Transformers Grid Station Along with Associated OHL OETC Tender-49/2019 (ONIEC). **(46,8073.00OMR).**
- 3- **Abu Dhabi Project:** 400kv & 220KV cables 23 circuits HV AC TESTING 3 CIRCUITS CABLE LAYING JOINTING AND TERMINATION (PRISMIAN) for TRANSCO **(6,900,000.00AED).**
- 4- **Abu Dhabi Project:** 33KV Excavation, Cable Laying Jointing, Terminations & Testing & Commissioning for ADNOC BAB INTEGRATED HABSHAN, (ADNOC-CPECC) -(**2,300,000.00AED).**
- 5- **Dubai Project:** CPO37618000030-Supply, Installation, Testing & Commissioning of 400KV Cable Laying works for interconnecting 400 GIS of HSTA with generator setup Transformer (GSUT) of Aweer Phase 1V Power Station under Tender RFX 2131700032, (DEWA)- **(7,410,000.00AED).**
- 6- **Dubai Project:** Supply, Installation, Testing & Commissioning of 132KV Cable Laying works for MAKHAZEN, WAHADLND, MIRACLE, TLANTNYA & UMMDAMAN 132/11KV S/s & Associated works. (GHANTOOT-DEWA)- **(4,800,000.00AED).**

- 7- **BRAZIL Project:** HVAC test at 180KV for Biguacu-Ratones 230KV circuit (438,000.00USD).
- 8- **Abu Dhabi Project:** 400KV HVAC, Electrical & PD measurement for SAS AL NAKHEEL S/s (Viscas/ JEP) -(1,500,000.00AED).
- 9- **Abu Dhabi Project:** PD measurement & LV testing of 400KV Cables, Taweelah Power plant (DUCAB/ Transco) -(750,000.00AED).
- 10- **Dubai Project:** 132KV/ 11KV/ LV COMPLETE SUBSTATION INSTALLATIONS Such as erection of Equipment's, HV/MV/LV and control Panel Boards, Cable glanding, control cable laying, Jointing & Termination- SILICON RESIDENCE (JEP/DEWA) (940,000.00AED).

- Examined problem-solving strategies, highlighting development opportunities to improve organizational operations.
- Maintain and Issuing RFQ's, MTO's
- Kick off internal meeting with engineers to execute the procurement or bids process.
- Strategically scheduled and managed 11 professional staff members and 27 laborer's maintaining high-performing business operations.
- Reduced operations costs and headcounts through improved staffing, resourcing, inventory management to significantly increase department profitability.
- Established clear budgets and cost controls strategies to meet objectives.
- Boosted company efficiency through strategic technology upgrades and process improvements by implementing enterprise resource planning software.
- Controlled resources by department or project and tracked use in First Bit ERP software.
- Lead negotiations for complex Capex and Opex projects.
- Negotiate and put contract terms and conditions in place.
- Vendor management such as selecting vendors, negotiating contracts, controlling costs, reducing vendor-related risks, ensuring service delivery.
- Prepare to manage all resources required to meet demand.
- Build relationship with suppliers to procure raw materials.
- Plan for transportation of goods to customers.
- Handled negotiations with outside vendors and service agencies to meet group needs.
- Organized financial and operational data to help with yearly budgeting and planning.
- Participate in Global Markets (GCC-INDIA-TURKEY-GERMANY-ITALY-BRAZIL).

BUSINESS DEVELOPMENT EXECUTIVE 12/2016 to 12/2017

K.M Group of Companies, Abu Dhabi, United Arab Emirates

- Planned online content management and social media strategy.
- Forecasted sales and market trends to improve business strategy.
- Researched competitor behavior and adapted tactics to boost performance.
- Updated business plans to reflect emerging trends and projections.
- Strategized with sales teams to prospect and qualify potential customers within assigned geographic territories.
- Delivered innovative presentations to executive decision makers.
- Established streamlined account management and reporting tools.

SKILLS		
	<ul style="list-style-type: none">• Inventory control• Freight and logistics expertise• Relationship building• Multi-site operations• Negotiate	<ul style="list-style-type: none">• Policies and procedures implementation• Resource planning and allocation• Financial and cash flow analyses• Profit and loss analysis

EDUCATION	University Hassan 1er, Casablanca, Morocco	
	Bachelor of Science, Computer Science, 2016	
	Nassim Al Fajer, Morocco	
	Diploma of Higher Education, Information Technology, 2011	

CERTIFICATIONS		
	<ul style="list-style-type: none">• Communication Skills for Bridging Divides Training - 2017• Recruiters for the Gulf Market - 2019• Modern Human Resource Management Training - 2020• The Fundamentals of Digital Marketing Training - 2020	

LANGUAGES	Arabic: Native language	
	English: <div><div></div></div> C1 Advanced	French: <div><div></div></div> C1 Advanced