

ABBAS KHODADADI ASKI

Project | Business Development Manager

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SUMMARY

Throughout my career in the Middle East, I always found myself working in a complex business atmosphere. To stay efficient I had to be strong in leadership, multi-functional, multi-discipline manager, resilient, and more important I had to develop my professional skills to the limits to be a revenue maker (76 tenders, 39 projects and up to 400 million Euros Turnover I have as my track record). Adequate skills in Behavioral and Technical Competencies (such as Knowledge, Abilities, and skills) along with the crystallization of "Intrinsic Value", are significantly in line with my 60% ENTJ / 40% ESTJ Character type.

EXPERIENCE

Project Manager 04/2019 - 05/2021
MTAG Switzerland Iran |Zurich, Swiss

Improved project progress with minimum cost and maximum efficiency (25% Physical Progress VS 10% of project budget)
• Innovative Agile management of the 32 million Euro VOD project certified by Client

Business Development Manager 12/2016 - 03/2019
Dana Energy Tehran, Iran

Revitalized BD & Tendering Department. (9 PQ successful, 6 won, 4 awarded) by:
• Strengthen Technical proposals in a reliable and manner, Strategic Partnership
• Successful achievement of winning 5 projects (over than 100 million Euros)

CEO 01/2012 - 01/2012
OPEC Solutions Shanghai, China

Invented a process of DX-based solution
• Innovated a methodology of re-engineering the project
• Improve and consolidate end-to-end service processes
• Restructured and upgraded a communication flow among 4 departments and cut down NPT by 15% and paperwork up to 75%

ACHIEVEMENTS

- The Norwegian Upstream Technology Transfer, Oct. 2001
- Value of Technology by NIOC & Shell, Jan 2002
- Managing Uncertainties in Field Development
- Employee of the Year, Oil Minister (by NIOC), 2002
- Certificate of Completion by TOTAL, Dubai, June 2003
- Simulation Software Completion by ROXAR, Dubai 2003
- Reservoir Simulation by HOT Engineering, July 2003
- Simulated Helicopter Escape Training (H.U.E.T.), Aug 2005
- Offshore Personnel Safety Certificate by NMTC, Aug 2005
- OCTG technology, by SUMITOMO, Dubai Nov 2005
- OMAN E-Commerce Conference by Inovexic, Muscat 2019

Why are you proud of this achievement?

LANGUAGES

English Proficient

EDUCATION

DBA,
University of Tehran
09/2021

M.Sc. Petroleum Engineering
Institut Français du Pétrole,
Paris, France
09/1999 - 12/2000

B.Sc. Mechanical Engineering
IUST, Tehran, Iran
09/1990 - 08/1995

SKILLS

Project Management · Planning ·
Leadership · MS office ·
VUCA Management ·
Porter / PESTEL Analysis ·
HONORS: 12 int. Certificate · Delphi ·
18 Acknowledgment ·
Tool / Technology