

# SALEM ALHASHIM

+966 54 955 2149

abujasim2@hotmail.com

LinkedIn: <https://www.linkedin.com/in/salem-alhashim-92754b114/>

## Professional Summary

Dynamic and results-driven Business Development Manager with extensive experience in consultancy and sustainability services. Proven track record in leading key projects, managing client relationships and driving revenue growth. Strong background in project management, strategic planning and stakeholder engagement. Currently leading sustainability-focused consultancy projects, demonstrating leadership and innovation in delivering impactful solutions.

## Key Skills

- Client Account Management
- Business Development & Strategic Planning
- Project Management & Leadership
- Sustainability & ESG Compliance
- Relationship Building & Networking
- Proposal & Contract Negotiation
- Market Research & Opportunity Identification
- Microsoft Office Suite Proficiency

## Professional Experience

### Business Development Manager – Ecoryx, Khobar

#### Sep 2024 – Present

- Lead sustainability consultancy projects as Project Manager.
- Manage key client accounts and build long-term relationships.
- Develop strategic plans to drive revenue growth.
- Prepare proposals and negotiate contracts.
- Represent the company at industry events and exhibitions.
- Deliver monthly financial reports and ensure project profitability.

### Business Development Manager – Inspectorate International (Bureau Veritas), Jubail

#### Apr 2022 – Sep 2024

- Established and nurtured client relationships.
- Conducted market research and identified new business opportunities.
- Prepared and submitted proposals and prequalification documents.
- Represented the company at conferences and meetings.
- Collaborated with clients to expand service usage.

**Business Development Manager – PA COST International, Khobar**

**Apr 2019 – Apr 2022**

- Managed new and existing client accounts.
- Submitted prequalification documents for major clients including ARAMCO, SABIC, Maaden and NWC.
- Increased revenue through strategic client engagement.
- Supported sales and marketing initiatives.
- Deliver executive reports and identified growth opportunities.

**Project Engineer – Aloroub Company, Hofuf**

**Mar 2017 – Aug 2017**

- Represent the company at ARAMCO meetings and job explanation.
- Manage project documentation and bidding processes.
- Ensure timely project completion and client satisfaction.

**Electrical Engineer – NSH, Jubail**

**Dec 2016 – Feb 2017**

- Supervise electrical installations on ARAMCO projects.
- Ensure compliance with ARAMCO standards and specifications.

**Education**

Bachelor of Applied Science in Electrical Engineering

King Fahd University of Petroleum & Minerals, Dhahran, Saudi Arabia – Sep 2016

Intensive English Course

Penn State University, United States – 2018

**Certifications**

- Project Management Professional (PMP®)
- Mostadam Accredited Professional (AP)
- B2B Sales Strategy: Winning Plays for Big Contracts
- Sustainability Strategies
- ESG Disclosures and Compliance
- Saudi Council of Engineering (Membership #314082)
- Power Protections and Voltage Regulation
- Electric Power Transformers
- ETAP Software