

FIRAS RAYES **BUSINESS DEVELOPMENT MANAGER**

Personal, Educational and Language Details:

Saudi Architect Engineer, graduated BSc in Urban and Regional Planning in 2006 from King Faisal University, Saudi Arabia. Now specialising in Building Design, Marketing and Business Development Management, Client Coordination and Representation with more than 10 years professional experience with FAEC. Mother tongue is Arabic and fluent in written and spoken English.

Key Skills:

Client relationship management and coordination; initiating contacts with organisations and submitting marketing materials and technical and financial proposals for prospective clients including follow up and ensuring customer satisfaction in respect of the services provided.

Experience:

2015-present: Fahd Alireza Engineering Consultants, Saudi Arabia – Business Development Manager, Khobar:

Business Development Manager responsible for Client Relationship Management, marketing and coordination with potential new clients to determine their consultancy service requirements and ensuring technical and commercial proposals are submitted on time and to their requirements. Also responsible for follow up to ensure customer satisfaction in respect of the proposals and final services provided.

2009-2014: Fahd Alireza Engineering Consultants, Saudi Arabia – Architect Engineer, Khobar:

Responsible for the design of buildings and public spaces to have style and function in accordance with the project development and design goals. Projects included: **Mutrafiah Housing Project**, SABIC, Urban Planning and Architectural Design; **310 Villas in Sector A3-10 of Jalmudah District**, Royal Commission, Architectural Design; **Environmental and Concept Studies for City Park Phase I**, Royal Commission, Architectural Design; **Secondary Infrastructure for 392 Family Apartments in Sector A3-10**, Royal Commission, Architectural Design; **FAEC Tower**, FAEC Company, Architectural Design; **Development Planning for Al-Mutrafiah Site Project**, SABIC, Planning Design; **SABIC Housing Project**, SABIC, Architectural Design; **King Saud University - Medical College**, King Saud University, Architectural Design; **P&C Red Crescent Building and Completion of RIC Facilities**, Royal Commission, Architectural Design; **JTI Development**, Royal Commission, Architectural Design.

2006-2008: PPD, National Construction Company, Rezayat Group – Architect Engineer, Khobar:

Responsibilities for the architectural design aspects of various power plants and substations being constructed through EPC contracts predominantly with the Saudi Electricity Company. Projects included: **Qurayyah, CCGT Power Station Project – B**, Saudi Electricity Company, Architectural Design; **Riyadh PP-10 Project Construction of 2000 MW Simple Cycle Power Plant**, Saudi Electricity Company, Architectural Design; **Sharourah Power Plant Extension Project**, Saudi Electricity Company, Architectural Design; **Wadi AL-Dawaser Power Plant Extension Project**, Saudi Electricity Company, Architectural Design; **Duba Power Plant Extension Project**, Saudi Electricity Company, Architectural Design; **Najran Power Plant Extension Project**, Saudi Electricity Company, Architectural Design; **Tabouk Power Plant Extension Project Stage VI**, Saudi Electricity Company, Architectural Design; **Rabigh Power Plant Extension Project Stage VII**, Saudi Electricity Company, Architectural Design; **Al-Jouf Generation Reinforcement Unit 10**, Saudi Electricity Company, Architectural Design; **Qurayyah Combined Cycle Project-C**, Saudi Electricity Company, Architectural Design; **Installation of TIAC System at Al-Jouf Power Plant**, Saudi Electricity Company, Architectural Design.