

# **Khalid Abdul Al-Aziz Baghdadi**

**Input, Intellection, Strategic, Learner, Realtor, Restorative, Focus, Futuristic, Analytical , Activator<sup>1</sup>**

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## **Work Experience**

### **Legal Advisor:**

#### **Mohammed Yousuf Naghi Motors , Jeddah, June 2009 - till date**

- Drafting contracts influence the business such as dealer contract, sales contract;
- Preparing a varies legal documents by collecting, Analyzing, researching and summarizing legal information
- Handling a various commercial fraud cases in the Ministry of Commerce at Jeddah, Taif, Abaha, Madianh, & Ynmbo.
- Official registration in the ministry of commerce the new products trade.
- Represent the MYNM officially in various legal proceedings.
- Provide analysis and counsel on new legal issues that might influence the business
- Effective Legal negotiation to obtain a favorable outcome such as settlement agreements, Legal consultant contracts with the other party
- Writing down settlement agreements.
- Resolve conflicts with staff and conduct necessary investigations, as well as presenting MYNM in cases at labor committee.
- Attending court to presenting MYNM in cases.
- Reviewing a various insurance policies related to automotive business to advise the business unite once the risk is occurred to climate there right from the insurance company.
- A member of negotiation team of 3 billion government contract - school bus.
- Contracts drafting & Managing for rented properties.

### **GM, Branches Network Management**

#### **Mohammed Yousuf Naghi Motors , Jeddah, November 2007- April 2010**

- Member of Hyundai reevaluate the branch network and reduce the operation cost more than 4 million
- Analyze market, & economics information to determining the suitable business opportunities
- Identify and communicate to Management opportunities, issues or trends occurring in the branches Network.
- Develop a new strategies &/or methodologies to help develop the strongest future expansion.

### **GM, Network Information**

#### **Abdul Latif Jameel Group, Jeddah, October 2004 - October 2007**

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<sup>1</sup> My top ten strengths as a result of Gallup organization exam. Gallup organization: is a consultant helps companies developing highly engaged customers and building powerful, engaged workforces of talented employees.  
<http://www.gallup.com/>

- Develop a new systems &/or methodologies to help develop the strongest future branches network.
- Develop, monitor and amend where necessary Branches Network Development Policies and Procedures for Branches Network.
- Ensure that appropriate control, monitoring and measurement procedures are in place for newly appointed dealers.
- Analyze market, & economics information to determining the suitable business opportunities.
- Identify and communicate to Management opportunities, issues or trends occurring in the branches Network.
- Initiate branches network survey internal & external to update and monitor Network's information facility location, capacity, representation, and functionality to meeting Sales goals.
- Coordinate with Toyota Motor Corporation for the implementation of Toyota signature project in KSA.
- Create, design, and finalize Corporate Identity Standards Manual.

#### **Manager, ALJ Small Business Fund**

**Abdul Latif Jameel Group, Jeddah, May 2003 - September 2004**

- Established small business fund.
- Developed internal processes, policies and procedures related to people selection, project evaluation, project funding, and project operational follow up.
- Implemented the devolved procedure on six funded projects (IT, coffee shop, beauty).
- Responsible for planning & commencing the market campaign for Small Business Fund.
- Designed a finical application forms to expedite project approval.
- Coordinated with Jeddah Chambers of Commerce to facilitated the new project requirements for governmental permission.

#### **Business development manager**

**Mohammed Abdul Latif Jameel company, Jeddah, September 2001 - May 2003**

- Coordinating with Toyota Bio-tech Division.
- Conducted technical & preliminary market research.
- Conducted preliminary visibility study for potential projects.
- Responsible to presenting the scope of market research and followed-up with Market Research Consultant.
- Represented in Jeddah Bio-City board of directors meetings.

#### **Marketing manager, 4sati employment portal**

**Abdul Latif Jameel Group, Jeddah, September 1999 - September 2001**

- Built the first Saudi job internet search engine to fulfill employment requirement.
- Planned and commencing market campaign.
- Led the team that collected information from government and private sector, checking and classifying the information.
- Prepared and commenced one to one market campaign by registered companies.

#### **Manager, ALJ Mining Division**

**Abdul Latif Jameel Group, Jeddah, September 1998 - September1999**

- Provided technical and financial information on the business opportunities available in the mining industry in Saudi Arabia.
- Conducted Techno-economic feasibility studies for several projects.
- Analyzed business trends and collection of sufficient data on market conditions for the minerals under consideration to forecast the promising commodity.
- Established station to enhance satellite image interpretation.
- In charge of issuing governmental necessary permeations for mining.

### **Management under training**

#### **U S Geological Survey (U.S.G.S), Jeddah, July 1996 - September 1998**

- Worked on the improvement of team performance.
- Facilitated geographical field trips kingdom wise.

### **Education Background**

#### **• Master in Commercial Law & Arbitration**

Gulf University, King Dome of Bahrain 2011

#### **• Master in Islamic Shra'a**

American Open University, Washington, USA. 2004

#### **• Bachelor of Science, Faculty of Earth Sciences**

King Abdul Al-Aziz University, Jeddah, KSA 1996

### **Training**

- Introduction and advanced arbitration course March 2011
- Drafting a contracts course Feb. 2011
- International Commercial terms 2010 ICC Saudi (Inco terms 2010)
- Successfully aligning financial planning with your business strategy,
- Capital market,
- 5 course in Islamic Fiqh.

### **Community activities**

- Attended more than 10 ALJ's Shra'a Consult Meetings.
- A member of Labor Committee at ALJ
- A member of International Islamic Bauer for Economic& Finance