*** Abdulla Al Doseri***

***Isatown, Bahrain***

***Phone: +973 39611333***

**Email:** [abdulla](mailto:abdulla).aldosari@gmail.com

Date of Birth: 02 Nov 1975

Nationality: Bahraini

Driving licence: Yes

Diploma: International Civil Aviation (Commercial Pilot)

Executive Management

* Strategic Management
* Global Operations
* Product Marketing & Management

Accomplished Executive with domestic and International experience in Operations, P&L, oversight, multichannel product distribution, and marketing involving both start-up and growth organizations. Results-oriented, decisive leader with proven success in new market identification and strategic positioning . Track record increasing sales and growing bottom line while spearheading operational improvements to drive productivity and reduce costs. Excel in dynamic, demanding environment while remaining pragmatic.

**Core Competencies**

* Visionary Leadership
* Key Partnership Development
* Organizational Restructuring
* Global Strategic Alliances
* Tactical Market Planning
* High-stake Negotiations
* Budget/Sales Forecasting
* Public & Media relations
* Risk Management

Professional Experience

**Delma Marine** **Founder & Chief Executive Officer** **2000-Present**

Lead operations and strategic Direction with full responsibility for bottom-line factors, including long-range planning, global product Management and water transport development process. Build relationship with some Big Known companies and become Authorized Distributor for MERCURY, MARINER and MERCRUISER Engines, Gulf Craft Boats and Yachts, in the Kingdom of Bahrain.

Leading workshop operations for Maintenance and Repair for Boats and Yachts viz, Mechanical, Electricals Maintenance and Trouble Shooting, Antifouling and other regular Boat and Yacht Maintenance.

Also Operating water sports activities in well Known Hotel Resort of Bahrain which are ART Rotana and Sofitel Zallaq Resort.

We are also the Authorized PADI Dive centre imparting the Diving Training by Trained Captains.

We also Operating Sitra/Tubli Mangrove boat trip and Leisure Sightseeing trips on behalf of BTEA (Bahrain Tourism and Exhibition Authority).

One of my new project which I started last year is water Taxi & Leisure Trip in Bahrain Bay.

**Major Brands/Products Represented by us**

Mercury, Mariner and Mercruiser - Marine Engines

Quicksilver Spare Parts &amp; Marine Accessories

Quicksilver Lubricants

Gulfcraft Boats and Yachts – SilverCraft, Oryx and Majesty

MARES - XSCUBA, Diving Equipments

FUSION - Marine Entertainments

GPS Systems – Lowrance, Garmin

LED Lights, Panels, Switch, Light etc

**Gulf Air** **Airline** **Pilot** **1994-2010**

**Resonsibilities:**

* Fly passengers and cargo from one place to another across the nation or across the world.
* Ensure safety of passengers, the aircraft and its crew through effective functions of an airline pilot.
* Check and inspect aircraft and its controls for its operational efficiency and safety before takeoff.
* Study and analyze route and flight plans before take off.
* Observe and check weather conditions.
* Keep in touch and communicate with the air traffic control while piloting the aircraft.
* Conduct pre-flight checks on navigation and operating systems.
* Calculate the fuel intake and load and fuel the aircraft accordingly.
* Brief and maintain regular contact with the flight crew throughout the flight.
* React appropriately to ensure the safety of passengers and crew during emergencies and adverse circumstances.