

Fahad Al-Otaibi

Executive Director

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SUMMARY

Executive Director with 14+ years leading commercial and operations teams across the energy sector. Proven record of opening new markets, building high-performing teams, and delivering multi-million-riyal growth.

KEY ACHIEVEMENTS

- Grew the Gulf commercial portfolio 6× over four years.
- Secured SAR 38M in new long-term service contracts.
- Built and led a 40-person multidisciplinary team across three countries.
- Launched two new regional offices from the ground up.

EXPERIENCE

Executive Director

Gulf Energy Partners - Riyadh | 2021 - Present

Own regional P&L and commercial strategy across the Gulf.

Commercial Director

Arabian Oilfield Services - Dammam | 2016 - 2021

Led business development and key-account growth.

Business Development Manager

NorthStar Energy - Jeddah | 2011 - 2016

Opened new markets and built the partner network.

EDUCATION

MBA, Strategic Management

King Fahd University of Petroleum & Minerals

BSc, Industrial Engineering

King Saud University

CERTIFICATIONS

- PMP
- Negotiation (Harvard)
- Lean Six Sigma

SKILLS

- Business Development
- Strategic Planning
- P&L Ownership
- Stakeholder Management
- Team Leadership
- Contract Negotiation

TOOLS

- Salesforce
- Power BI

- SAP
- MS Project

LANGUAGES

- Arabic - Native
- English - Fluent

REFERENCES

Available upon request.