

Wael Noval

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PROFESSIONAL SUMMARY

Results-oriented Bid Manager with 12 years of experience leading multi-disciplinary teams in developing and executing winning bids and proposals for government contracts in the safety and security sector. Developed expertise in proposal development, tender submission processes, and client relationship management through roles at several large companies in Saudi Arabia. Proven track record of securing high-value contracts, managing complex projects, and delivering exceptional outcomes within tight deadlines. Demonstrated ability to collaborate effectively with stakeholders, negotiate favorable terms, and ensure project success

SKILLS

- Bid Strategy Development
 - Tender & RFP Submission
 - Products research and sourcing
 - Creation and review of contracts and agreements
 - Experience managing multiple projects with competing priorities
 - Team Leadership & Collaboration
 - Logistic support
 - Government Contracting Procedures
 - Demonstrated ability to learn quickly, adapt to new technologies, and stay updated on industry trends.
 - International trading
 - Fluent in English, native Arabic speaker
 - Proposal Writing & Editing
 - Full G driving License
 - Microsoft Office Suite
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EXPERIENCE

Procurement Manager |Pioneers Vision Medical | Riyadh, KSA
2019-2023

- Spearheaded procurement strategies to optimize cost savings and ensure timely delivery of goods and services.
- Conducted vendor evaluations and negotiations to secure favorable terms and conditions.
- Managed supplier relationships and performance to maintain high levels of quality and service.
- Developed and implemented procurement policies and procedures.
- Collaborated with cross-functional teams to identify procurement needs and address challenges.

Commercial Director | Midad Holding Company | Khobar, KSA
2011-2019

- Led tender submission processes, improving the proposal success rate by 20%.
- Coordinated with internal and external stakeholders to develop compelling technical and commercial solutions.
- Played a pivotal role in risk assessments, ensuring competitive and viable proposal submissions.
- Engaged in high-level negotiations and client liaisons, enhancing customer satisfaction and loyalty

Safety & Security Division Manager | STISCO | Khobar, KSA
2007-2010

- Founded and developed the Safety & Security department, introducing innovative products and services.
 - Drove the sales of advanced forensic materials and security equipment, meeting the niche market demands.
 - Facilitated tender/RFP processes and collaborated closely with consultants and contractors for seamless project execution
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EXECUTED PROJECTS EXAMPLES

- Facilitated the provision, installation, and comprehensive training for Automated Fingerprint Identification Systems (AFIS) across 19 sites within the Saudi Forensic Department.
 - Executed the supply and installation of driver's license testing systems at 31 locations for the Saudi Traffic Department.
 - Annual supplies of Forensic equipment, DNA laboratory and crime scene tools to the Saudi Forensic Department
 - Delivered bulletproof vests and helmets, meeting the critical safety requirements of the Saudi Public Security, Special Forces, Royal Guards, Land Forces personnel.
 - Provided firefighting equipment and protective gear to the Saudi Civil Defence.
 - Supplied advanced AFIS and latent print systems to the Saudi Intelligence.
 - Outfitted the Saudi Aramco Oil Company's forensic laboratory with state-of-the-art latent print development devices.
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EDUCATION

Bachelor's degree in electrical engineering. October 2000

PROFESSIONAL DEVELOPMENT

- Forensic Light Sources, Latent print enhancement system & Automated Fingerprint Identification System (AFIS) Training, SPEX Forensics, Edison, NJ, USA
 - Forensic Document Examination Equipment Training, Kjell Carlsson Innovation, Stockholm, Sweden
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