

Curriculum Vitae



Redha ZEMOULI

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Multidisciplinary professional with more than 20 years experience in Oil & gas industry field, hands-on, strategist and experienced in management and negotiation, as well as a people and projects, operations, synthesis and reporting of relevant information related to the function.

Redha's Experience and personal attributes that would bring added value:

- 20+ years in developing business in ALGERIA on behalf of several foreign companies (Europe & MENA) in the industry and energy field.
- 8+ years spent in southern Algeria with Oil & Gas companies.
- Personal network of key players in regional Oil and Gas and Petro-Chem OpCo's including SONATRACH
- Well connected with Drilling & Well services companies and the main local subcontractors companies (Construction, Procurement, Services, Logistic, Transit, Transport..)
- Manages significant P&L including Sales and Marketing operation and further strengthens the market and customers
- Demonstrated track record of managing growth while controlling costs;
- Able to Identify and negotiate Local/Regional partnerships (LLC's or J/V's)
- Able to recruit, integrate and manage people (technical and support staff)
- Personal network of high qualified candidates not actively marketing their availability
- Conversant with processes and well connected with government institutions for visas licenses, permits..
- Report and feedback to Top Management on key issues and policies to check progress and discuss new opportunities
- Excellent communication, interpersonal, troubleshooting and customer service skills;
- Fluent in Arabic French and English

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Other Skills :

- Contracts elaboration and monitoring
- Formulate Sales and marketing, distribution policies, Budgeting, process an implementation
- Project services coordination including manpower and material allocation.
- Preparation for Pre Bid, Tech. Commercial Bid and Price Bids for tendering
- Build, develop and manage strong business relationships with existing & new trade channels.

PROFESSIONAL CAREER

2015 till 2021 FOUNDER & GM (TSSEnergy)

TSS Energy (www.tsssenergy.com) , Is a Consulting and Services Company, specialized in Energy fields, oil & gas and petrochemicals industries; especially for the Algerian market, offering technical support (HR & logistic), PMC, Procurment services..

Job description :

- Day-To-day management of the company.
- Implementation of strategy for business development.
- Managing a multidisciplinary team of consultants to achieve the target .
- In charge of negotiations with clients, partners and subcontractors.
- P&L responsibility including of Sales & Marketing operation
- Formulate Sales and marketing, distribution policies, Budgeting, process an implementation
- Build, develop and manage strong business relationships with existing & new trade channels.

2008 till 2014 Business Development Manager (SINAL)

Industrial & Analytical instruments supplier (www.sinaldz.com)

Job description:

- Construct and execute business plan to achieve target, increase market share, and increase profitability. Areas covered are the whole Algerian market.
- Work closely with Clients to maintain a good business relationship
- Source for new products to increase size market
- P&L responsibility including of Sales & Marketing operation
- Formulate Sales and marketing, distribution policies, Budgeting, process an implementation

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- Nurturing high-level of relationships with Internal (HODs of HR, Admin, Production, QA, Finance, Supply-chain and Purchase) & External suppliers and stakeholders.
- Plan of Products ranging concepts, new product opportunities, promotions, Launching and ensure availability
- Build, develop and manage strong business relationships with existing & new trade channels.
- Analyze, review the market response and requirement revert to production and QA team
- Report and feedback to Top Management on key issues and policies

2006 till 2008 Senior Technical Recruiter - Algeria representative (OilExec)

OilExec International (Abu Dhabi; UAE) (www.oilexec.com) Staffing services and online recruitment to the global oil & gas industry.

Job description:

- Collation and storage of resumes exclusively related to the Oil & Gas Industry in the database.
- Sourcing CVs from database and/or outsourcing for various departments based on job / candidate profile.
- Recruitment - involved in sourcing candidates, arranging interviews, follow-up job offers, and mobilization (visa, travel...etc).
- Short-listing the CVs received for interview selection.
- Preparing & Organizing workshops for the final interviews with the Clients.

2005 till 2006 Contrat & Procurment Engineer (ENSP)

NATIONAL WELL SERVICING COMPANY (Well Testing/Wireline/Snubbing/NBR)- Hassi Messaoud/Algeria

Job description:

- Collecte the technical requirments for Supplies (Equipment / Spare parts) in coordination with the all departments (Wireline, Well testing / BHP, Snubbing and NBR)
- Preparation and launch of international tender notices
- Preparation and follow-up of bid opening sessions, COP Coordination (Commission for the Opening of Bids), CEOT (Commission for the Evaluation of Technical Bids), Commercial COP.
- Domiciliation of contracts and / or agreements
- Preparation of letter of credit (LC)
- Follow-up of shipments (Shipping details - Equipment insurance, Control of documents sent through the banking channel, Delivery of documents in

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transit for customs clearance, Reception and control of equipment at the store)

- Follow-up of invoicing and commitments on signature (bid-bond and performance-bonds).

2003 till 2005 Deputy Subcontract Manager

ROD Project : SAIPEM / BOUYGUES OFFSHORE (Oil Separation & Treatment Facilities).

Client: Consortium SONATRACH / AGIP (ENI) / BHP Belington

Main Subcontractors: ENGTP ; KANAGHAZ ; INERGA et ENGCB

Job description:

- Preparing contracts with the specific terms and conditions for each subcontractor
- Placing Purchase/Work Orders to subcontractors for supplying required tools, spares and personnel
- Supervising quality of services and work performance provided by subcontractors
- Checking invoices submitted by all subcontractors (negotiating dispute cases when occurring)
- Preparing technical & commercial offers for customers invitations, and conducting required negotiations
- Coordinating with Headquarter office regarding legal deals of customers contracts
- Dealing with customers about technical issues and work performance
- Preparing & checking invoices before to be submitted to customers
- Controlling the certification process of equipments and services as per company regulations and standards
- Progress monitoring and reporting
- Project services coordination
- Daily & Monthly Performance Report and Billing (Running Account).

2000 till 2003 Project Control Engineer

Project : OZ-2 HEH (Hassi Messaoud) - ARZEW 800 km /34" pipeline

Client: SONATRACH – TRC

Job description:

1. Monitoring of the construction and Procurement progress
2. Follow-up of the invoicing
3. Supervision of the planning and cost control
4. Establishment of activity reports o Evaluation of Backcharges
5. Writing the contractual letter

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1997 -1999 **Project control Manager**

CIVIL WORK CONSTRUCTION COMPANY (FAMILY)

Job description:

- Participating Pre Bid, Tech. Commercial Bid and Price Bids meetings
- Manpower allocation
- Resource planning & Preparing material requirement status
- Project Planning, Scheduling, Budgeting and cost estimation
- Conducting daily & weekly meeting with client and site supervisors

GRADUATION

1992-1997 Petroleum Economy Engineering Certificate
National Hydrocarbons Institute (I.N.H.C) - Boumerdes - Algeria

1991 Baccalauréat Technique-Mathématique / Equivalent BAC "C"