

Dr. Asaad Hussain Mukalaf

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Personal profile:

Experienced manager having held various positions at both universities and private sector in UK, Dubai and Iraq, An enthusiastic individual with problem solving skills a people person with staff management experience.

A strong staff manager with experience of managing staff over multi sites with an ability to motivate teams and individuals to perform consistently at the high level with a continual focus on achieving organization objective within demanding time scale whilst delivering excellent customer service at all time.

Having held positions as a senior lecturer / assistance professor in UK universities, directors of a conference in Kuwait, directors of student care and government grant negotiations in UK.

Business development manager for a well known company in Dubai (LIN SCAN) responsible for all projects in Iraq in oil and gas technology services, I have gained great experience and knowledge and maintained business and personal relationships with all the top managerial in south oil company (SOC) in Basra and also with high government officials in oil ministry in Baghdad.

Key skills

- Excellent communicator and interpersonal skills with staff and colleague.
- Developing and maintaining Health and Safety, Equality and Diversity and Safeguarding policies, strategies and procedures meeting legislative requirements.
- Ensuring robust systems are in place to deliver accurate and timely data and management information to meet internal requirement
- building and sustaining effective and successful working relationships with partner organisations and external stakeholders
- Leading and delivering operational planning in order to deliver strategic objectives

- Providing a welcoming and safe learning and working environment
- Excellent people skills, having dealt with various negotiators within both the education and private sector
- Experience of negotiating for government grants for NHS research for Master and Ph.D in engineering.
- Personnel management within the private sector having worked with a very well known company in Iraq.

Professional Experience

- From May 2020 till date at Iraq University College

Assistant Professor at the department of computer engineering and Communication department, teaching Final Year Distribution Systems, Parallel processing, and Digital Signal processing.

- From July 2019 till December 31

Manager at Training Department (Training, Development and Energy Research)

My main Mission

Management, Training and execution of training programs for all administrative personnel and draw future policies, study and analysis of problems to know the extent to which they relate to the Training aspect and implement the appropriate program for them.

- From March 2019 till July 2019

Iraq University College

Assistant Professor at the department of computer engineering and Communication department, teaching Final year Distribution Systems, Parallel processing, and Digital Signal processing.

- From August 2018 till June 2019

Commercial Manager at Hartha power station unit No.1

As a commercial manager I was responsible for the financial management of the project, putting together bids for new work and negotiating and agreeing contracts, I have a track record of

success in overseeing projects from inception to completion, identifying and mitigation risks involved.

My role involves developing and managing a cross-functional team with a variety of skills and experience, as well as collaboration with other departments.

As a commercial manager I believe that I possess the following abilities.

1. Strong commercial awareness.
2. Strong client liaison skills.
3. Project management.
4. Team oriented and results focused, team Leader.
5. Superb and talent negotiation capabilities and flexibility.
6. Have the ability for multitask and priorities project.
7. Maintain substantive and productive relationships with existing clients.
8. I believe that I have a great commercial, teamwork, leadership and analytical skills.

Company: Position: Date: Tameer Aljanoob for contracts and oil services Business Development Manager. 1st of November 2015 May 2017

My main rule of business which I have achieved with this company can be summarised as follows:

- Prospect for potential new clients and turn this into increased business
- Cold calling as appropriate to ensure robust pipeline of opportunities by meeting potential clients by growing, maintaining and leveraging my network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationship with the new clients.
- Set up meeting between client decisions makers and company's managing directors.
- Plan approaches and pitches. work with team to develop proposals

that speaks to the client's needs, concerns, and objective.

- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Present an image that mirrors that of the clients.

Company: Position: Date: Lin Scan advanced pipelines and tank services. Business Development Manager 17th Feb.2015 till 31st October 2015.

My role as business development manager which is responsible for all the projects in Iraq and Iran that Lin Scan have and also to generate a new business with south oil company (SOC) in Basra and all Iraq, I have achieved my targets and generate a new clients and businesses to the company, and I have gained great experience, knowledge and also by having a business relationships with all the managerial personal in South oil company (SOC) in Basra and also with the government officials in Baghdad.

My rules can be summarized as follows:

- Identifying the activities within a project/task.
- Anticipating potential delays and addressing them prior to their occurrence.
- Discussing and resolving problems with member of staff directly and on time.
- Focusing on target data/result.
- Taking the responsibility over the project activity being carried out.
- Having positive attitude, teamwork, discipline and passion are vital ingredients to achieving the targets.

Company: Position: Date: Target Engineering S.A.L Offshore Regional manager

October 2010 till January 2014.

My main role as regional manager was responsible of all the local project and all the supplies and services, Target Engineering was one of the Iraqi company based in Basra and has a great contacts with the local government in building the infrastructure of Iraq ranging from supply and services in the civil construction and also in the field of supply and service in the oil and gas industry. I have gained and build a great contacts and connection with the local and foreign oil companies that are working in Iraq.

Teaching experience:

My teaching interests started since I obtained my Ph.D. in engineering back in to 1987 from Keele university in UK. I started teaching first in Humberside University as a senior lecturer and then moved to Kuwait as an assistant Professors, back into Humberside University then Sheffield University.

My main interest was information systems, signal analysis, signal processing, information systems, software Engineering and research.

I have participated in conferences seminars and training sessions, and published papers.

I have run short courses at Faculty of technological studies in Kuwait, and I have done research in data acquisition, signal analysis and expert systems, I have obtained research grant in Kuwait for Master degree project entitled "The use of expert system in Cardiac Arrhythmic".

And also I obtained two grants from the health authorities in UK back 1986, and 1988.

Teaching interests

1. Introduction to information systems undergraduate and postgraduate level
2. Digital Signal processing
3. Distributed systems
4. Parallel processing
5. Networking
6. Signal Analysis and processing.
7. Business Management.
8. Computer Systems.
9. Software Engineering
10. Information Systems.
11. Research.

Participation in Conferences, Seminars and Training Sessions

1. IEE In Colloquiums on Cardiac instrumentation, London 1981
2. IEEE Conference on the application of adaptive and multi variable control, Hull 1982
3. Data Processing in Cardiology, Harrogate 1982
4. IEE Colloquium on Adaptive Filtering, London 1984
5. Expert System, Brighton 1986.
6. Software Engineering, Leeds Polytechnic 1987
7. Gulf Experts System Kuwait 1990
8. Bilcon1990 Turkey 1990.

Short Courses

Suggestions has been made to the Faculty of Technological Studies in Kuwait to run the short courses list below.

1. Signal Processing
2. Software Engineering
3. Digital Electronics
4. Experts System

Research Interests

1. Data Acquisition and Signal Processing
2. Signal Analysis
3. Experts System
4. Software Engineering
5. Networking

Education:

- B.Sc. Electric Engineering (Hons) Basra University Iraq.
- . postgraduate Dip. Electronic Eng. Newcastle upon Tyne.
- Ph.D. Electric/Electronics Engineering Keele University UK.

Personal Information:

Nationality: Iraqi

Languages: English, Arabic