

AAMIR MALIK ZAMEER

FACILITIES MANAGEMENT BUSINESS DEVELOPMENT CONSULTANT | TECHNICAL ADVISORY LEAD

Location: Jeddah, Saudi Arabia (Western Region Lead / Open KSA) | Status: Flexible / Transferable
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Languages: English (Full Professional) • Arabic (Field & Client Relations) • Urdu / Hindi

PROFESSIONAL EXECUTIVE SUMMARY

Results-driven **Facilities Management Business Development Consultant and Technical Advisory Lead** with **13+ years of Middle East and international track record** spearheading regional market expansion, operational gap analyses, asset lifecycle modeling, and contractor governance across high-profile healthcare complexes, commercial towers, and VVIP facilities in Saudi Arabia. Proven capability in directing multi-site Hard and Soft FM operations across portfolios exceeding **SAR 50M+ in capital and O&M value**. Delivers verified C-Suite financial performance—including **12% to 22% documented OPEX savings**, **SAR 1.2M annual utility cost reductions** through Building Automation Systems (BAS), and rapid turnkey site onboarding compressed to **under 15 days**.

CORE COMPETENCIES & OPERATIONAL PILLARS

BUSINESS DEVELOPMENT & TENDERS	ASSET LIFECYCLE & OPEX CONTROL	INTEGRATED HARD & SOFT FM	PROJECTS & PROGRAM GOVERNANCE
• Western Pipeline Development • RFP & Tender Formulation / Defense • Contractor Prequalification & Audits • Client SLA / KPI Performance Advisory	• SAR 50M+ Contract Governance • Asset Condition & Reserve Studies • OEM Supplier Agreement Negotiations • CAPEX Replacement Cost Planning	• Central Chillers, HVAC, MEP, BAS • BICSc Housekeeping Governance • 1.8-Hour MTTR & Rapid Response • Testing & Commissioning (T&C)	• Scope, Schedule & Budget Control • Risk Assessment & Mitigation • Vendor & Stakeholder Management • Quality Assurance & Safety Compliance

FACILITIES MANAGEMENT & TECHNICAL EXPERIENCE

Facilities Management Business Development Consultant (Western Region)
Feb 2018 – Present

Specialist Advisory Practice • Commercial & Institutional Asset Portfolios — **Jeddah, Saudi Arabia**

- **Regional Market Expansion:** Advising tier-one facility management and contracting groups on Western Province expansion across Jeddah, Makkah, and KAEC, mapping over SAR 25M+ in high-yield commercial towers and healthcare assets.
- **Tender Pre-Qualification & Strategy:** Formulating winning technical and commercial proposals, conducting client SLA / KPI gap analyses, and structuring rapid mobilization frameworks (<15-day site onboarding).
- **Infrastructure & CAFM Synergy:** Bridging smart CAFM workflows (Trackplan, Maximo) with IoT predictive sensor telemetry to optimize chiller reliability, prevent catastrophic breakdowns, and reduce operational overheads.
- **Commercial Deal Structuring:** Engineering performance-linked engagement models that align client retention, margin protection, and operational SLA adherence without corporate liability.

Facilities Management Consultant (Operations & Asset Advisory)
Oct 2018 – Sep 2026

Zahran Facilities Management • KSAU-HS Healthcare & Campus Complex — **Jeddah, Saudi Arabia**

Led client advisory, contractor performance evaluations, and Hard & Soft FM operations across a 500,000+ sq ft critical healthcare complex with 800+ daily occupants, ensuring full Joint Commission, SFG20, and Saudi statutory compliance.

- **Healthcare Facility Operations:** Orchestrated 500,000+ sq ft healthcare facility operations maintaining 100% client-oriented delivery and Joint Commission compliance with zero safety incidents across 800+ occupants.
- **Cost & Energy Optimization:** Slashed energy consumption by **22%** across central plant facilities via Building Automation Systems (BAS), delivering **SAR 1.2M in verified annual savings**.
- **High-Reliability Uptime:** Formulated preventive and predictive maintenance schedules aligned with SFG20 and Saudi Building Code (SBC), achieving **98%+ critical infrastructure uptime** and reducing emergency repairs by **35%**.
- **Budget & Contract Management:** Managed an annual O&M operating budget of **SAR 8M+** with 100% accuracy, completing projects **12% under budget** through strategic resource optimization.
- **OEM Negotiations:** Cultivated a high-performance vendor ecosystem (Mitsubishi Electric, MTU, CAT, Atlas Copco) to secure **20% baseline cost reductions**.
- **Space & Renovation Projects:** Engineered space utilization strategies, successfully coordinating 15+ concurrent renovation projects valued at **SAR 25M+**.
- **Soft Services & Safety Governance:** Supervised BICSc-aligned housekeeping and landscaping standards; maintained zero lost-time incidents (LTI) in strict alignment with OSHA and Civil Defence protocols.

Senior Project Engineer (O&M, Capital Works & Facilities)
Jan 2014 – Sep 2018

Nesma United Industries • King Abdulaziz Medical City & VVIP Projects — **Jeddah, Saudi Arabia**

Directed large-scale facilities engineering, capital asset installations, and O&M contracts valued at SAR 50M+ across critical medical city facilities and executive VVIP buildings, ensuring 100% on-time milestone delivery.

• **SAR 50M+ Delivery:** Managed O&M and electro-mechanical retrofit contracts valued at SAR 50M+, consistently achieving 100% on-time execution, **15% under-budget completion**, and a **28% reduction in facility system downtime**.

• **Testing & Commissioning (T&C):** Evaluated contractor technical submissions, inspected physical installations, and witnessed T&C for seamless asset taking-over, reducing site handover lag by 50%.

• **VVIP Maintenance:** Maintained high-availability facilities management and rapid-response preventive maintenance regimens across executive VVIP suites.

• **Tier-1 Global Procurement:** Negotiated multinational equipment procurement terms across manufacturers in Germany, Japan, and the USA, securing rapid spare parts availability.

Engineer (Avionics, High-Reliability Systems & Maintenance)

Jun 2011 – Nov 2013

Hindustan Aeronautics Limited (HAL) • SU-30 Defence Programme **India**

• **High-Reliability Operations:** Enforced strict maintenance protocols and root-cause failure analysis for mission-critical electrical systems, achieving zero operational defects.

• **Quality Governance:** Honed foundational expertise in aerospace-grade preventive maintenance frameworks, directly transferable to mission-critical healthcare and commercial facilities.

EDUCATION & PROFESSIONAL CREDENTIALS

ACADEMIC EDUCATION	PROFESSIONAL CERTIFICATIONS	INTELLIGENT AUTOMATION & SYSTEMS
• **Bachelor of Technology (B.Tech)** Electrical & Electronics Engineering **First Class with Distinction** (2012) Jawaharlal Nehru Technological University (JNTU-H) • Certified Professional Engineering Credentials	• **Engineering Project Management:** Rice University, Texas • **Safety Management for Utility Industry:** Univ. at Buffalo & SUNY • **LPG Safety Training:** NGHA Safety Dept. • **Data Science Digital Credential:** IBM Cognitive • **Saudi Council of Engineers:** Professional-Level (ID: 317164)	• **CAFM / CMMS:** Trackplan, IBM Maximo, SAP PM • **BMS & Controls:** Honeywell, Johnson Controls, Siemens • **AI & Digital Automation:** AI documentation pipelines, LLM APIs, webhooks, cloud tunnels, automated form workflows, and scheduled reporting.