

# **Mamoon Rasim Salameh Al Qusous**

Seasoned leader and executive

Jordan – Al Aqaba

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A result-driven dynamic executive with 25+ years of experience in developing, managing, and operating industrial estates

offering exceptional leadership and end-to-end execution of high-value projects derived from a unique diverse experience and senior roles.

A trusted business partner in providing creative approaches and tailored solutions to realize operational and business goals as well as foster revenues and customer satisfaction. Advisor on business development and acceleration to several multinational companies specializing in different industries and investment including Metal, Garment, Food, ...etc.

A self-starter with sound team leadership and financial acumen with a proven ability to navigate through ambiguity while driving success and meeting objectives in most effective manner.

## **SKILLS**

- Time Management skills
- Organizations skills
- Problem-solving
- Development skill
- Communication Skills
- Work under pressure
- Teamwork Skills
- Strategic planning
- Team Leadership

## **EXPERIENCE**

### **PBI Aqaba Industrial Estate LLP:**

**2007 – 2024**

The exclusive developer of the 1st International Industrial Estate in Aqaba/AIIE in the Aqaba

Special Economic Zone - as well as AL-Qwera International Industrial Estate in Jordan. A partnership registered in the United Kingdom with global shareholders that includes China, Norway, and the United States of America.

### **Chief Operating Officer**

- Led the design, development, and deployment of the industrial estate's infra/superstructure spread over an area of more than 1.2 million square meters with a total value exceeding US\$ 9 million
- Managed the implementation of high-impact projects end-to-end with multidisciplinary and 3<sup>rd</sup>

party teams handling technical and commercial aspects and secured their full deployment while exceeding targets

- Spearheaded the Strategic planning and associated long-term goals and their realization
- Handled the day-to-day operations and applied relevant processes to realize maximum efficiency
- Developed and regularly updated internal policies and procedures as well as identified consolidations and synergies and implemented them
- Led the communication with public and private stakeholders as well as all local and international investors and business partners
- Managed an annual budget of around US\$ 5 million with all associated budget forecasts, including periodic financial reports, and all associated Capex and Opex
- Continuously ensured compliance of all projects with engineering, health, and environmental rules & regulations enforced by internal and local authorities

### **Camel Textile International Corporation:**

**2000 – 2006**

The largest investment in the textile industry in Jordan with more than 4 thousand employees of multiple nationalities

### **Manager, Engineering Department**

- Led a team comprised of 35 technical professionals responsible for managing all vendors in conducting preventive and corrective maintenance for all 3 factories, staff campuses, and associated amenities
- Employed and trained Engineering and Technical Staff.
- Assessed cost analysis and overall core requirements for projects in close coordination with Engineering Firms
- Managed an annual Capex and Opex budget of One million US\$.

### **Human Resources Manager**

- Led all staff hiring, training, performance, and attendance.
- Contributed to creating and implementing the policies for the Health & Safety by the factory staff, in addition to conducting periodic fire drills with diverse scopes in close coordination with Civil Defense and related authorities
- Ensured the security of the factory and its facilities by a well-trained team.
- Represented the Factory in the evaluation of factory compliance with Human Rights provided by mega global clients/buyers that included Walmart, J. C Penny, Macy's, Levise, etc...
- Assigned Point-of-Contact in handling governmental and private sector issues and those related

to the local society on behalf of Camel.

- Managed financial issues related to the employees and their privileges in coordination with the CFO with a co-authorized signatory.

## **Various leading contracting companies** **1994 – 2000** **Project Manager**

Delivered high-value projects in different sectors that included schools, Vocational Training Center, gymnasium, Cairo Amman Bank branch, Mutah University's Financial Facility, Student Campus, several residential villas and buildings

## **EDUCATION**

- **Bachelor's degree in civil engineering** **1985 - 1989**  
**Salahaddin University-Erbil, Iraq**
- **Several management, leadership, and financial courses provided by global leading institutions** **2003 – 2016**

### **Courses**

- Finance for non-Finance Executives, KPMG Training **2016**
- Occupational safety and health, usaид **2008**
- Time Management Seminar, Amideast **2003**

### **Conferences**

- Evaluation and restoration of existing buildings, Jordanian Engineer Association **2022**
- Arab Forum for Reconstruction in Arab Countries Affected by Conflicts (Proactive Steps towards Reconstruction) **2019**
- Advanced air conditioning VRF systems and solar energy systems for hot water production **2019**
- Participation in the Scientific Day, University of Jordan **2018**
- Saudi-Jordanian economic activities under the patronage of the Jordanian Prime Minister **2017**
- Jordanian and Indonesian Economic Cooperation Conference, Jakarta **2014**

### **Achievements**

- Silver Jubilee Medal of the Hashemite Kingdom of Jordan, on behalf of AIEE Investors **2024**
- Member of the Gaza Wounded Committee **2023**

- Member of the Aqaba College Council **2022**
- Member of the Language Center Council, University of Jordan **2020**
- Member of the Executive Council of Aqaba Governorate **2015**
- Member of the Board of the College of Business Administration, Mutah University **2006**
- Liaison officer at Camel Textile International Corporation for the ready-made garments industry

## QUALIFICATIONS

- Conducting technical studies, investigations, and searching for work sites and workshops and thus taking them into consideration
- Assess potential risks
- Verify that projects are progressing well
- Explaining drawings and plans and making modifications to them
- Commitment to work ethics
- Attracting new customers, attracting them to the company and encouraging them to increase their interest
- Listening to customer complaints and dealing with them in a way that achieves their satisfaction and provides them with appropriate solutions
- Maintaining the confidentiality and privacy of financial information
- Entering data and information into computer systems
- Distinct knowledge and experience in working with others.

## LANGUAGES

- **Arabic:** Native
- **English:** Business

