

# Eng. Abdulaziz Mohammed Albabtain

*Prominent entrepreneur with proven success in delivering sustainable profits for high-growth organizations*

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## Managing Director & CEO – Agriculture & Food Processing Sector

*Accomplished leader with more than 35 years and with a proven track record and contribution for the country food processing, dairy farming, food & beverages production, and agriculture within the industry and NADEC*

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Influential leader capable of identifying agribusiness investment opportunities and maximizing business value with exceptionally outstanding strengths in leadership and people management. Consistent record of developing agricultural parameters to provide balanced and structured approach for revenue growth. Proven leadership skills: implementing standard operating plans to improve financial and operational performance of company. Exceptional motivator and strategist; address cost issues, strengthen productivity and accelerate profits.

### Highlights of Expertise

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|--|---------------------------------------|
| • Profit Optimization & Loss Reduction       | • Strategy, Execution & Leadership    |
| • Commercial & Agricultural Operations       | • Cost Analysis, Reduction, & Control |
| • Food & Beverage Development                | • Financial & Legal Transactions      |
| • Customer Services & Business Profitability | • Suppliers & Stakeholders Relations  |
| • Food Processing & Packaging Projects       | • Deal Structuring & Negotiations     |

### Key Strengths

- ♦ Implemented portfolio of integrated projects related to agricultural production, enterprise restructuring, cluster development, supply-chain management, value-chains, post-harvest technology, food processing, packaging, trading structures, marketing networks, market information systems, and distribution channels.
- ♦ Built and expanded scope of NADEC work and ensured the delivery of projects as per set targets through collaboration with General Manager and wider team.
- ♦ Managed Harad project that produced potatoes, wheat, clover, corn, and RHODES grass as well as cultivated as essential fodder to meet the needs of cattle farms.
- ♦ Handled and completed NADEC's Hail project, encompassing an area of 20,000 fully cultivated hectares for production of wheat, corn and fodder, and the processing center for potatoes, onions, honey, and tomatoes.

### Key Skills Assessment

- ♦ **Excellent Industry Services:** Led the delivery of commercial NADEC agriculture, dairy, beverages and assurance services in KSA / Gulf / MENA region and new potential markets.
- ♦ **Product Development:** Expanded crops, dairy and beverage items, and sold to businesses or private consumers for smooth running and execution of agricultural operations.
- ♦ **Loss Reduction & Profitability:** Formulated internal growth crops plans, generated budgets, and managed production workers that boosted business profit and decreased loss.
- ♦ **Resources Management:** Retained business records with accuracy by supervising all farm maintenance and representing the resource in sales transactions.
- ♦ **Excellent Customer Services:** Delivered and improved customer services and business profitability through evaluation of NADEC's existing commercial operations to propose opportunities.
- ♦ **Business Relations:** Cultivated solid relationship with synergistic organizations to drive business revenue and profitability by recognizing prospective opportunities and using in-house technical resources.
- ♦ **Customer Base Improvement:** Promoted new clients and maintained existing customer base to expand business success by regulating sales and business development procedures.
- ♦ **Team leadership:** Skilled in training, mentoring, and leading team to ensure smooth running and execution of projects within budgetary and given timescale.

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- ♦ **People Management:** Adept at providing the organisation with the best talent available that meet the needs of the business and delivering ongoing support and direction for the people.

## Leadership Experience

### National Agricultural Development Company (NADEC), Riyadh – Saudi Arabia

*Planned, updated, and directed overall business activities to achieve short- and long-term corporate objectives.*

#### **CHIEF EXECUTIVE OFFICER (2018 to 2020)**

Lead the development and execution of strategic operating plans to prioritize organizational goals and drive business value. Deliver effective leadership to executive management team. Monitor efficiency of business process to uncover low-producing areas and recommend remedial solutions for production growth.

- ♦ Ensured high-quality production and delivery of over 163 food products with an aim of meeting growing demands of NADEC consumers and achieving maximum customer satisfaction.
- ♦ Devised cost-effective strategies to streamline production operations and maximize profitability.
- ♦ **Solar Energy Project** – Reduced reliance on Hydrocarbon power generation through diversification of energy resources using renewable energy that led to a lower cost of power generation at NADEC City – Haradh.
- ♦ Integrated renewable resources with existing energy generation at NADEC to achieve higher sustainability by utilization of God given natural resources to the Kingdom.
- ♦ Conducted feasibility studies and assessed renewable energy status quo as reference criteria to determine NADEC's readiness and introduced renewable energy to determine the Solar project location.
- ♦ Saved cost of project after reducing the independence on fuel in favor of renewable energy to appear gradually by the first year from the operational date (31/10/2020).

#### **MANAGING DIRECTOR and BOARD MEMBER (2012 to 2018)**

Designed and established educational programs that provide farmers or farm cooperative members with information that improved agricultural productivity.

- ♦ Chaired monthly business review meetings with ExCom and board chairman to evaluate operational and financial performance of company.
- ♦ Quarterly ongoing business review with Chairman of the Board as per Capital Market Authority (CMA).
- ♦ Signified company to major customers and professional associations around the world.

#### **CHIEF EXECUTIVE OFFICER (2003 to 2012)**

Held full accountability for design and enforcement of effective strategies. Delivered expert-level leadership to ensure smooth running and execution of NADEC activities. Detailed reporting to ExCom. Achieved maximum business growth and organization's mission. Advised staffing and financing to the ExCom & the Board of Directors. Steered efforts to develop salary structure, negotiate professional contracts and select personnel as per standard. Specified accountabilities for management personnel and evaluated performance regularly.

- ♦ Initiated and implemented standards and controls, systems, and procedures that resulted in optimization of programme quality and organizational stability.
- ♦ Designed and developed work stream for recruiting, retaining, and supporting quality staff and executives.

**Additional experience as: -**

**General Manager, Agriculture Sector, NADEC (January 2003 to June 2003)**

**Manager Agriculture Sector (2001 – 2003)**

**General Manager Al Baan ARRiyadh Company (2000 – 2001)**

**Manager Organic Production Department (1993 to 2000), Agriculture Sector, NADEC**

**Haradh Project Manager (1989 – 1992), Agriculture Sector, NADEC**

**Hail Project Manager (1987 – 1989), Agriculture Sector, NADEC**

**Deputy Manager Hail Project (1986 – 1987), Agriculture Sector, NADEC**

**Agriculture Engineer (1984 – 1986), Agriculture Sector, NADEC**

## Education & Credentials

- ♦ **Master of Business Administration (MBA)**  
Arab Academy - 2009
- ♦ **Bachelors in Agricultural Engineering**  
College of Agriculture, Crops Dept.,  
King Saud University, Riyadh – KSA 1984.

## Awards

- World Leadership Congress & Awards during 2015
- Forbes Middle East revealed NADEC as the Top Companies in the Arab World - 2015
- Top CEOs in the Middle East Awards from Forbes – 2016

## Affiliation

Organization	Position	Year	
		From	to
Kenana Sugar Company (شركة كنانة)	- Representative of the Kingdom's government - Member of Board of Directors - Member of Executive Committee	2020	present
White Nile sugar Company (شركة النيل الأبيض)	- Representative of Kenana Sugar Company - Member of Board of Directors - Member of Audit committee	2020	present
Eastern Company for the sugar industry (Noran) (شركة الشرقية للسكر)	- Member of Board of Directors - Member of Audit committee	2020	present
National Biscuits & Confectionery CO. LTD (الشركة الوطنية لصناعة البسكويت والحلويات)	- Member of Board member	2022	present
Saudi Food and Drug Authority (الهيئة العامة للغذاء و الدواء)	- Member of Board of Directors	2017	2021
Eastern Company for the sugar industry (Noran) (شركة الشرقية للسكر)	- Member of Board of Directors	2013	2018
Pure Breed Poultry Company (شركة تأصيل الدواجن)	- Member of Board of Directors	2014	2017
SABIC Sustainable Agricultural Centre (Estidamah) مركز سابك الزراعي المستدام (استدامة)	- Member of Board of Directors	2014	2016
National Centre for Palms & Dates (المركز الوطني للنخيل والتمور)	- Member of the Board of Directors	2012	2016
	- Vice Chairman of the Board	2014	2016
	- Chairman of Executive Committee	2014	2016
	- Chairman of the Board	2015	2016
The Saudi Agriculture Group (SAG) (المجموعة الزراعية السعودية سابق)	- Member of the group	2003	2016
	- Chairman of the Board	2013	2016
Agricultural Development Fund (صندوق التنمية الزراعية)	- Member of the Board of Directors	2012	2016
	-Member of Investment Committee	2013	2016
Sustainable Agriculture Research and Development Centre (SARDC) (مركز البحوث الزراعية والتنمية المستدامة)	- Member of the Board of Directors	2013	2015
Chamber of Commerce (الغرفة التجارية)	-Member of the Panel(Experts on Food Security)	2012	2015

Centre for Agricultural Information, Agricultural Development Fund (ADF) (مركز المعلومات الزراعية - صندوق التنمية الزراعية)	-Member of the Advisory Board	2012	2015
Chamber of Commerce (الغرفة التجارية)	-Member of the Agricultural Committee - Member of the Agricultural Marketing committee	2000 2002	2005 2005
National Seeds and Agricultural Services Company الشركة الوطنية للبذور والخدمات الزراعية (بذور)	- Member of the Board of Directors	2000	To Date
King Abdul Aziz City for Science and Technology (مدينة الملك عبد العزيز للعلوم والتقنية)	-Member of the Committee of Scientific Research Priorities, Agricultural Section  -Member of Association of Agricultural Sciences	1998  1997	2000  2000
Jizan Company شركة جازان للطاقة والتنمية (جازادكو)	- Member of the Board of Directors	1994	1997