

OMAR SELJOUK

Lahore, Pakistan Phone: (M) + 92 346 4001759, +92 331 8596631 Email: omar.seljouk@gmail.com

Head of Supreme Serv – General Manager

KSB Pump Company Limited – Lahore, Pakistan
2013 – to date

Areas of Responsibility

Create & Implement Services strategy. Lead, manage, develop and deliver Services (spare parts, Services, projects and agreements). Lead and manage the business division. Maintain annual budgeting process, action planning process and a system for progress follow-up and reporting. Support to develop Area competences, relevant resource planning and assets. Represent the company and the group towards the local stakeholders. Managing and reporting the P&L of the division.

Business Unit Head – Saudi Arabia

Wartsila Power Contracting Co. Ltd – Jeddah, Saudi Arabia
2011 – to 2013

Areas of Responsibility

Implemented Services strategy. Lead, manage, develop and deliver Services. Lead and manage the Business Unit. Maintained annual budgeting process, action planning process and a system for progress follow-up and reporting. Support to develop Area competences, relevant resource planning and assets. Implemented processes, total quality principles and environmental awareness. Represented the company and the group towards the local stakeholders

Head of Sales – Wartsila Saudi Arabia

Wartsila Power Contracting Co. Ltd – Jeddah, Saudi Arabia
2009 – to 2011

Areas of Responsibility

Leading the sales team across three locations in the country. Implementation of strategy, budgeting, CRM, employee and customer engagement/satisfaction. Managing P&L of the department.

Sales Manager Eastern Region – Wartsila Saudi Arabia

Wartsila Power Contracting Co. Ltd – Jeddah, Saudi Arabia
2007 – to 2009

Areas of Responsibility

Leading the sales team across three locations in the country. Implementation of strategy, budgeting, CRM, employee and customer engagement/satisfaction. Managing P&L of the department.

Regional Sales Manager Eastern Region – Central & North

Wartsila Pakistan (Pvt) Ltd – Lahore, Pakistan
2001 – to 2006

Areas of Responsibility

Sales and Margins, CRM, Customer relationship, Leading the sales including sales of service, spare parts, agreement and projects. Negotiated and signed O&M Contract of 65MW Power plant.

Areas of Expertise

- Sales & After Sales
- Consultancy
- Marketing & Business Development
- Energy/power plants
- Services
- OEM Aftersales and B2B industrial sales.
- Executive management and team building.
- Training
- Service Agreements
- Spare parts agreements
- Value based sales
- Field Service Team Management
- Business Reporting
- P&L
- Key Account Management

Education

MBA in Marketing from Punjab University, Lahore 2003

BSc Marine Engineering from Pakistan Marine Academy, Karachi Pakistan

Class 4 competency certificate from Department of Transport UK.

Training Courses

- Negotiation skills
- VTR (Vision to Reality), -VBB (Value based business)
- Management of Services
- Value Based Leadership -Installed Based Selling --
- Product based trainings -Situational Leadership
- Coaching Skills for leaders and managers
- Public Speaking
- Digital Marketing Foundations
- Writing Case Studies

Career Highlights

- Surpassed Sales and Margin targets all along 11 years at Service Sales at Wartsila.
- Achieved record EBIT in 2012 - Wartsila Saudi Arabia.
- Signed O&M contracts worth 40 Million Euro
- At KSB Pumps in a short period of 2 years increased sales by 30%, ROS by 40%,
- Built a new service workshop, implementing CRM and OMS (Opportunity Management system)
- Enhanced product portfolio by adding Reverse Engineering Service (RE) in 2015.
- KSB Supreme Serv Pakistan awarded 3rd place globally on business performance in 2016.
- In year 2020 got KSB Supreme Serv Pakistan status of Reverse Engineering HUB in MEA Region
- Negotiated and signed O&M Contract of 65MW Power plant.
- Developed Governor O/H Setup, business plan, sales and marketing

Sales Engineer – Central & North

Wartsila Pakistan (Pvt) Ltd – Lahore, Pakistan
2000 – to 2001

Areas of Responsibility

Sales and Margins, CRM, Customer relationship, Leading the sales including sales of service, spare parts, agreement and projects. Developed Governor O/H Setup, business plan, sales and marketing

Service Engineer

Wartsila Pakistan (Pvt) Ltd – Lahore, Pakistan
1998 – to 2001

Areas of Responsibility

The job included maintenance of power plant equipment under maintenance agreements. Also attending to trouble shooting and warranty related jobs.

Head of Operations & Maintenance

Monoo Energy – Sheikhpura, Pakistan
1997 – to 1998

Areas of Responsibility

Supervising Erection and commissioning of the power plant. Hiring and building operations and maintenance team/s. Complete operations and maintenance of the plant.

Operations Engineer

Sapphire Power Generation – Multan Road, Pakistan
1996 – to 1997

Areas of Responsibility

Supervising the operations of the power plant, Reporting, Trouble shooting of the machines therein.

Junior Engineer

Pakistan National Shipping Corp.
1993 – to 1995

Areas of Responsibility

Served on 5 sea going vessel, was part of the team for the operations and maintenance of the ship's engine room, propulsion and deck machinery.

Leadership

My leadership style is characterized by empowerment, trust-building, and a commitment to diversity and inclusion. I am adept at developing and implementing long-term strategic plans, translating them into actionable operational plans, and ensuring their successful execution. I am a team player and believe in delegation and development of the team not only to enhance their skills but also increasing their engagement levels and job satisfaction

Social Media

LinkedIn Profile

www.linkedin.com/in/omarseljok

YouTube Channel

www.youtube/@OmarSeljok

Channel subject, auto and vehicles.