MOHAMMAD ABOTARGAH

Operations & Digital Transformation Leader | Real Estate ERP · CRM · AI Automation

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PROFESSIONAL SUMMARY

Operations and digital transformation leader who built a full in-house ERP for a FAL-licensed real estate firm with no technical team: 34 tables covering properties, contracts, CRM, finance and HR, with an AI-automated daily income report running on live ERP data. As project manager and lead developer, delivered 6 live digital products on self-managed cloud servers. Brings 15+ years of SABIC operations discipline: $200,000 production cost cut, 15% power reduction, 15% productivity gain and a $2M+ turnaround finished 5 days early. Google-certified project manager; Bachelor of Project Management expected Apr 2027.

34-table ERP built with no tech team	**190+ leads, 700+ activities in own CRM**
6 live digital products delivered	**$200K cost cut, 15% power cut (SABIC)**

CORE COMPETENCIES

- **Digital Transformation:** ERP design and build, CRM pipeline and integration, workflow automation (n8n, Supabase), AI-driven reporting, self-managed cloud deployment
- **Real Estate Operations:** Property management, sales / leasing / collections, contracts and templates, SOPs and unified forms, KPI reporting
- **Leadership & PM:** PMBOK lifecycle, budget control, change control, team building and training (TOT, Subject Matter Expert), stakeholder management
- **Operational Excellence:** Production cost and energy optimization, SAP (MM/PP), DCS, HAZOP, ISO audits, NEBOSH safety

DIGITAL TRANSFORMATION & REAL ESTATE OPERATIONS

Kohl Real Estate | Jeddah, Saudi Arabia — **Aug 2026 – Present**

Head of Operations & Digital Transformation

FAL-licensed real estate firm (brokerage, property management, auctions) expanding into Jeddah.

- Built the company's in-house ERP with no technical team: properties, contracts, CRM, finance and HR on a 34-table database.
- Automated the daily income report to management with AI connected to live ERP data.
- Set up a CRM pipeline tracking 190+ leads and 700+ client activities across a 20-property portfolio.
- Digitized the 46-page operating constitution into SOPs, unified forms and contract templates.
- Automated call routing, launched a post-call satisfaction survey and hired a leasing specialist.

Technical Entrepreneurship (Private Business) | Project Manager & Lead Developer — **2024 – Present**

- Delivered 6 live digital products (learning platform, mobile app, AI CV and exam tools, HR payroll) on self-managed cloud servers.

B-MAI Bottled Water Plant | Project Manager — **2026 – Present**

- Leading the feasibility study (ROI, break-even) for a new factory in Jeddah 3rd Industrial City.

OPERATIONS LEADERSHIP

SABIC | Yanbu, Saudi Arabia — **Oct 2008 – Jul 2024**

Operations Specialist – HDPE Operations (Acting) — **Jan 2024 – Jul 2024**

- Monitored all HDPE assets against safety, quality and production targets; led SOP reviews to ISO standards.
- Represented HDPE in cross-department reliability work; took part in HAZOP studies and ISO audits.

DCS Senior Operator / Operations Team Lead – HDPE — **Oct 2017 – Jan 2024**

- Cut production costs by $200,000, reduced power use by 15% and raised team productivity by 15%.
- Led daily shift oversight and corrective actions; championed change control to reduce downtime.
- Coached and trained junior operators as HDPE Subject Matter Expert.

Operator **Oct 2008 – Oct 2017**

- Raised critical equipment uptime by 15% through disciplined preventive maintenance.

Public Safety & Emergency Response Officer (concurrent) **Oct 2012 – Jul 2024**

- Certified first responder managing site emergencies.

Key project: Polymer Turnaround – Project Coordinator **2014**

- Coordinated maintenance on a $2M+ turnaround with zero downtime, finishing 5 days early.

Key project: Ethylene Glycol GRIP Project – Safety Officer **2014**

- Cut projected costs by 15% ($20M saved) with zero safety incidents.

Reef Glass Pot Caps Company | Jeddah, Saudi Arabia **Feb 2008 – Oct 2008**

Production Engineer

EDUCATION

Bachelor of Project Management | MidOcean University, UAE **Expected Apr 2027**

Associate Degree in Manufacturing Engineering | Yanbu Industrial College **2008**

CERTIFICATIONS & TRAINING

- **Project Management:** Google Project Management Professional Certificate; Critical Thinking (PMI); Project Management Track (Doroob)
- **AI:** Generative AI for Project Managers (IBM); Fundamentals of AI (SDAIA)
- **Safety & Leadership:** NEBOSH; SHEMS Diploma (SABIC); Training of Trainers (TOT); Supply Chain Management (Rutgers)

LANGUAGES

Arabic: Native | **English:** Proficient | **Spanish:** Beginner