

ALWALEED ALRAYANI

Account Management & Strategic Development

+966 55 098 2520 | AlwaleedAlrayani@gmail.com | linkedin.com/in/alrayani/

PROFESSIONAL PROFILE

Strategic development leader with 6 years driving impact across infrastructure and energy sectors. Trusted advisor to institutional stakeholders with expertise translating strategy into executable programs and building partnerships. Known for empathetic engagement, diplomatic coordination, and composure in complex environments. Skilled at identifying opportunities, structuring solutions, and influencing diverse groups. Technical background in electrical engineering combined with strong emotional intelligence.

PROFESSIONAL EXPERIENCE

Senior Key Account Manager

Solutions Valley By Saudi Energy Company - Riyadh | March 2025–Present

- Lead strategic account development by fostering trusted partnerships and translating organizational priorities into integrated solutions.
- Manage complex program delivery spanning assessment, negotiation, and execution across diverse institutional and commercial sectors.
- Navigate multi-stakeholder dynamics through diplomatic engagement and adaptive problem-solving.

E-Mobility Infrastructure Consultancy Advisor

Saudi Energy Company - Renewable Energy Department - Riyadh | January 2024–March 2025

- Advised institutional stakeholders on sector development with genuine understanding of operational requirements and dynamics.
- Facilitated cross-sector collaboration creating conditions for knowledge transfer and collective problem-solving.
- Established workforce development programs through technical partnerships fostering mutual trust.
- Strengthened institutional frameworks by advancing quality and safety standards.

Key Accounts Manager

Abunayyan Trading Corporation - Riyadh | October 2022–June 2023

- Cultivated trusted partnerships through active listening and responsiveness to evolving stakeholder needs.
- Orchestrated alignment among diverse stakeholders through diplomatic engagement and transparent exchange.
- Translated complex requirements into integrated solutions while respecting organizational constraints.
- Built enduring partnerships resulting in sustained stakeholder advocacy and continued collaboration.

Product Manager

Electromin LTD - Jeddah | June 2023–December 2023

- Enhanced operational frameworks through inclusive collaboration and integration of feedback.
- Established strategic partnerships with solution providers through principled negotiation.
- Developed operational guidelines emphasizing transparency, accountability, and quality.

Electric Department Manager

Climatech Trading Company - Riyadh | October 2020–October 2021

- Led operations teams creating supportive environment where members felt valued.
- Navigated institutional processes through respectful communication and regulatory adherence.
- Built organizational capability establishing credibility through consistent delivery.

HONORS & INDUSTRY RECOGNITION

- Distinguished Young Talent Award (KSA 2025) from Solarabic & Sunrise Arabia recognizing sector contributions.
- Industry moderator at national forums facilitating strategic dialogue with market stakeholders.

EDUCATION

- Master of Business Administration (MBA), University College of Bahrain
Thesis: Enhancing Consumer Satisfaction in Saudi Arabia's E-Mobility Sector.
- Bachelor of Engineering in Electrical Engineering from Jazan University (2015–2020).

CREDENTIALS & TRAINING

- Saudi Speakers Fellowship Program (June 2026) – Executive communication and presentation skills.
- Energy Bridges Training Program (February 2026) – Sector communication and relationship management.
- Energy Diplomacy from KAPSARC (April 2025) – Negotiation strategy and institutional relations.
- Critical Minerals and Energy Security from KAPSARC (January 2026).
- Corporate Sustainability from Sustainability Association (September 2024).

AFFILIATIONS & ENGAGEMENT

- Saudi Energy Leaders Assembly
- Sustainability Professionals of Saudi Arabia – Certificate DJFAFW-CE000057.
- Active in Energy Media Association, Environment Society, Renewable Energy Forum.

CORE EXPERTISE

Strategic Leadership & Development

- Strategic initiative development and program management. Institutional stakeholder relationship building. Solution design and implementation. Stakeholder coordination and alignment. Market assessment.

Stakeholder Engagement & Influence

- Multi-institutional coordination and diplomatic engagement. Influence and persuasion in complex environments. Conflict resolution and consensus building. Active listening and needs assessment.

Procurement & Institutional Systems

- Portal navigation and RFQ management. Tender preparation and submission. Quote processing and management. Procurement compliance. E-procurement platform proficiency.

Professional Systems & Tools

- Relationship management and account systems. Project management platforms. Procurement and vendor management. Financial analysis and modeling. Microsoft Office Suite (advanced).

Core Professional Competencies

- Account development and relationship building. Partnership development and management. Negotiation focused on mutual benefit. Program delivery with stakeholder collaboration. Vendor coordination.

Domain Expertise

- Infrastructure development and deployment. Energy sector transitions. Technology adoption patterns. Institutional decision-making. Procurement frameworks. Sector management and governance.

LANGUAGE

- **Arabic:** Native fluency in professional communication.
- **English:** Business proficiency in negotiation and technical documentation.