Curriculum Vitae

Talal Ahmed Mohsen Thoail

Executive Leadership & Business Development
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Professional profile

I began my professional journey in 1998. I bring together executive management, team development, operations and branch management, connecting experience across sectors with clear planning, implementation and follow-through.

My journey

Executive Director
Effective 19 February 2026

Alfa Matrix Energy Contracting Ltd.

I was appointed Executive Director under Administrative Decision No. 2 of 2026, issued on 16 August 2026 and effective retroactively from 19 February 2026. My remit includes administrative and executive responsibilities, with shared authority alongside the Deputy General Manager for major financial and administrative decisions.

Executive Director
Effective 22 December 2025

Awad Al-Ashwal for Industry & Trading

I was appointed Executive Director under Administrative Decision No. 1 of 2026, following the Board of Directors' meeting and agreement. My appointment is effective from 22 December 2025.

Executive Director
1 March 2022 — 18 February 2025

Nalta Iron Industries

I served in executive management in the iron manufacturing sector.

Human Resources Manager & Sam Service Truck Maintenance Manager
23 February 2018 — 18 November 2021

Al-Halal General Trading

I held management responsibilities in human resources and truck maintenance services.

Branch Manager
14 December 2011 — 13 August 2016

Al-Mutareb Marketing & Distribution Ltd.

I managed branches in a marketing and distribution business.

Financial & Administrative Manager
1 January 2009 — 10 November 2011

Prof. Abdulwahab Al-Khawlani Dental Complex

I managed financial and administrative affairs in the healthcare services sector.

My journey

Marketing Manager & Administrative Manager
17 December 2003 — 20 April 2005

Al-Rahbi Trading Group — United Snack Foods Manufacturing Company

I worked in marketing and administrative management within food manufacturing.

Public Relations Manager, then Accounting
1 February 2000 — 20 October 2003

Titanic Advertising Establishment

I worked in public relations management before moving into accounting.

Public Relations & Government Tenders Officer
15 April 1998 — 2 January 2000

Al-Shibami Stationery Agencies — Hadda

I began my professional career in public relations and government tenders.

Education

Bachelor's Degree in Business Administration / Sana'a University

General Diploma in Computing / Academic Qualifications

Professional training

Personality Analysis · Interpersonal Skills · Sales & Promotion Team Development — Professional Selling & TOT · Budget Preparation

My personal & professional skills

Team leadership · Negotiation & persuasion · Problem-solving · Positive thinking · Field supervision & follow-up · Remote team management · Understanding personality styles · Using social media for business

My expertise

Leadership & Team Management: I lead and develop teams, with experience in managing teams and branches remotely.

Operations & Management: I connect planning and supervision with implementation and field follow-up, addressing problems with practical solutions.

Negotiation & Communication: I use persuasion, negotiation and an understanding of personality styles to build effective working relationships.

Finance & Business Systems: I have experience in financial and administrative management and in using Sham, Al-Motakamel YemenSoft, Onyx Pro and Onyx Pro ERP systems.