

FIRAS EL DAGANY

CONTACT INFORMATION

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SUMMARY

Bachelor of Science Degree in Mechatronics. Performance-driven and hard-working Project manager with a comprehensive background in analyzing sales, developing new business plans and strategies, coordinating other employees and managing store inventory. Experienced leader with great organizational skill, excellent communication skills with the ability to communicate with people at all levels and in different languages Arabic, English and Dutch. Extensible experience developing, coordinating, managing, and executing commercial design projects. Extensive experience managing cross-functional teams. Well-developed skills determining client design requirements and budgets and creating and reviewing schematic designs and construction documents.

WORK EXPERIENCE

JANADA Electronics
Project and sales Manager
09.2019 – Present

- Direct project management initiatives from conceptualization through development, implementation, and management.
- Partner with key stakeholders to identify and execute cross-functional goals.
- Define timelines, budgets, KPIs, deliverables, and milestones; allocate resources.
- Draft and present project proposals.
- Negotiate pricing, timelines, services, and terms with vendors.
- Manage internal and external contractors and staff throughout project life cycle.
- Create progress reports and monitor program data to assess efficiency.
- Build strong, lasting relationships and strategic partnerships through exceptional client service; serve as primary point of contact for client communications.

Divers' Lodge Diving center
Head of Administration and Operations Manager
09.2018-09.2019

- Ensure all operations are carried on in an appropriate, cost-effective way
- Improve operational management systems, processes and best practices
- Purchase materials, plan inventory and oversee warehouse efficiency
- Help the organization's processes remain legally compliant
- Formulate strategic and operational objectives
- Examine financial data and use them to improve profitability
- Manage budgets and forecasts
- Recruit, train and supervise staff
- Find ways to increase quality of customer service

Dive One Academy

Head of Administration and Operations Manager

09.2016-09.2018

- Ensure all operations are carried on in an appropriate, cost-effective way
- Improve operational management systems, processes and best practices
- Purchase materials, plan inventory and oversee warehouse efficiency
- Help the organization's processes remain legally compliant
- Formulate strategic and operational objectives
- Examine financial data and use them to improve profitability
- Manage budgets and forecasts
- Recruit, train and supervise staff
- Find ways to increase quality of customer service

JANADA Electronics

Sales Engineer

09.2008 – 12.2014

- Searching for new clients who could benefit from your products in a designated region
- Travelling to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations
- Negotiating tender and contract terms
- Negotiating and closing sales by agreeing terms and conditions
- Offering after-sales support services
- Administering client accounts
- Analyzing costs and sales
- Preparing reports for head office
- Meeting regular sales targets
- Recording and maintaining client contact data
- coordinating sales projects
- Supporting marketing by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product will meet client needs
- Providing pre-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts
- Solving client problems
- Helping in the design of custom-made products
- Providing training and producing support material for the sales team

SABIS-Educational Services

Head Supervisor

06.2007 – 06.2008

- Mentoring and discussing with students the role of discipline at school in creating a safe learning environment
- Motivating students to work hard during class in order to achieve maximized learning during school hours
- Entering information into the SABIS® School Management System (SSMS) including teacher and student attendance report, student infractions, etc.
- Preparing daily reports related to teacher observation, student infractions, and teachers complaints, etc.
- Attending weekly meetings with team to discuss any concerns or issues, they have regarding student behavior
- Performing other related tasks or projects as they arise and as delegated by the school management

EDUCATION

Bachelor of Science

Mechatronics Engineering, 1995 – 2002

TRAINING

Basic Elements of Safety

The Netherlands, 2014

SCUBA Diving Dive-Master

Red Sea, 2005

Bavarian Auto Group BMW

Cairo, Egypt, 2007

SKILLS

Knowledge of AutoCAD, Excel, Microsoft Office, Microsoft project and professional design. Customer Service, Merchandising, Retail, Budgeting and Project Coordination.

LANGUAGES

Arabic: Fluent (Different dialects: Egyptian, Levantine and Middle Eastern)

English: Fluent

Dutch: Excellent