

Mahmoud Abdul Hamied

Marketing & Sales Manager

Al Khobar, Eastern Province, Saudi Arabia

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Target Job

Target Job Location: Eastern Province, Saudi Arabia

Career objective: Seeking a challenging suitable position, where my leadership, strategic planning & business development skills will be fully utilized.

Target Industry: Advertising; Arts/Entertainment/and Media; Information Technology; Manufacturing and Production; Industrial; Marketing; Warehousing; Management; Business Support

Employment Type: Employee

Employment Status: Full time

Personal Information

Birth Date: 22 November 1981

Gender: Male

Nationality: Egypt

Visa Status: Residency Visa (Transferable)

Residence Location: Eastern Province, Saudi Arabia

Marital Status: Married

Number of Dependents: 3

Driving License Issued From: Saudi Arabia

Languages

Language	Skill level	Years of Experience	Last Used
Arabic	Expert	More than 10 years	1 month or less
English	Expert	More than 10 years	1 month or less

July 2013 – Present: Business Owner

Trading with the following brands:

- Penn
- Shimano
- Okuma
- Fin-Nor
- Daiwa
- Mustad
- Owner
- Berkley

January 2012 – June 2013: Senior Account Manager

Data Serve (SAUDI ARABIA)

- Operate as the lead point of contact for any and all matters specific to assigned Key Accounts
- Build and maintain strong, long-lasting customer relationships
- Develop a trusted advisor relationship with key customer stakeholders and executive sponsors
- Ensure the timely and successful delivery of solutions according to customer needs and objectives
- Communicate clearly the progress of monthly/quarterly initiatives to internal and external stakeholders • Forecast and track key account metrics
- Identify and grow opportunities within territory and collaborate with sales teams to ensure growth attainment
- Assist with high severity requests or issue escalations as needed.

January 2010 – November 2011: Project Manager

Freelancer (SAUDI ARABIA)

- Direct and manage project development from beginning to end.
- Define project scope, goals and deliverables that support business goals in collaboration with senior management and stakeholders.
- Develop full-scale project plans and associated communications documents. • Effectively communicate project expectations to team members and stakeholders in a timely and clear fashion.
- Liaise with project stakeholders on an ongoing basis.
- Estimate the resources and participants needed to achieve project goals. • Draft and submit budget proposals, and recommend subsequent budget changes where necessary.
- Where required, negotiate with other department managers for the acquisition of required personnel from within the company.

- Determine and assess need for additional staff and/or consultants and make the appropriate recruitment if necessary during project cycle.
- Set and continually manage project expectations with team members and other stakeholders.
- Delegate tasks and responsibilities to appropriate personnel.
- Identify and resolve issues and conflicts within the project team.
- Identify and manage project dependencies and critical path.
- Plan and schedule project timelines and milestones using appropriate tools.
- Track project milestones and deliverables.
- Develop and deliver progress reports, proposals, requirements documentation, and presentations.
- Determine the frequency and content of status reports from the project team, analyze results, and troubleshoot problem areas.
- Proactively manage changes in project scope, identify potential crises, and devise contingency plans.
- Define project success criteria and disseminate them to involved parties throughout project life cycle.
- Coach, mentor, motivate and supervise project team members and contractors, and influence them to take positive action and accountability for their assigned work.
- Build, develop, and grow any business relationships vital to the success of the project.

November 2007 – November 2009: Marketing Specialist & Inventory Control Supervisor

Al Rashed Building Materials (SAUDI ARABIA)

- Identification, assessment, recommendation and negotiation of best case distribution approach for the products.
- Definition of best case in-market pricing, and margins.
- Presentation of marketing plan to the business for the entire product range. • Ensure awareness of the competitive landscape and inform the business accordingly.
- Provision of forecasts to operations in accordance with defined process.
- Recommendation of resource necessary to ensure that forecasts are met. • Identification of Marketing collateral necessary to best merchandise the range of products.
- Identify Trade shows etc where the business should be represented, propose and plan attendance (depending on approvals).
- Responsible for administration of the Post Market Surveillance.
- Responsible for the administration of product complaint reporting.
- Active member of the management team.
- Provision of a monthly report to the marketing manager in a timely manner.

- Ensure compliance with established procedures and maintain effective internal control over the physical product flow and accounting of inventory receiving, shipping, and other inventory areas.
- Coordinate communication with Accounting, Store management and other impacted departments.

- Responsible for inventory planning, scheduling and general management.
- Ensure adequate inventory of product in accord with inventory cycles.
- Determines the plan for the storage of all inventory product using frequency specifications and replacement calculations to determine fill rate.
- Direct the Returns Department and ensures that product is credited in a timely manner.
- Direct and manage the Receiving and Storage Teams to ensure that product is available daily for the Processing Team.
- Oversee the planning, scheduling, and general management of all inbound product.
- Responsible for all resetting of product lines to maximize efficiency in the DC.
- Ensures compliance to quality initiatives.
- Will work with Human Resources on all policy related and staffing issues.
- Conducts daily inventory analysis to solve inventory issues quickly such as locating product and processing inventory for pending sales.
- Develops and implements inventory control procedures.
- Coordinates and manages daily physical cycle counts.
- Leads, directs, trains and manages an inventory team.

March 2000 – November 2006: Sales & Marketing Manager
 Al Mohager (EGYPT)

- Implement against approved Sales Plans (For the avoidance of doubt, meeting agreed sales targets).
- Generation and presentation of sales plan to the business for the entire product range.
- Input to definition of best case in-market pricing, and margins.
- Generation (with approval) of job descriptions for reports, effective management including appraisals.
- Generation of an annual plan for sales of the range of products.
- Present sales forecasts in accordance with defined process.
- Identify Trade shows etc where the business should be represented, propose and plan attendance (depending on approvals).
- Identification of resource necessary to ensure that forecasts are met.

Education

June 2011:

New Horizons, Khobar, Saudi Arabia
Certification / diploma, PMP
Project Management Professional (PMP®)

June 2005:

Arab Academy for Science and Technology & Maritime Transport,
Alexandria, Egypt
Bachelor's degree / higher diploma, Computer Science

Skills

Skill	Skill level	Years of Experience	Last Used
Project Management Skills	Expert	10 years or less	month or less
Resources Management Skills	Expert	10 years or less	1 month or less
Budget & Schedule Management Skills	Expert	10 years or less	1 month or less
Risk Management Skills	Expert	10 years or less	1 month or less
Negotiation Skills	Expert	10 years or less	1 month or less
Creativity Skills	Expert	10 years or less	1 month or less
Communications Skills	Expert	10 years or less	1 month or less
Analytical Skills	Expert	10 years or less	1 month or less