

Mahmoud Abdul Hamied

Marketing & Sales Manager

Al Khobar, Eastern Province, Saudi Arabia

Email Address: mahmoud-moustafa@hotmail.com

Mobile Phone: +966 553497984 , +966 556269778



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
- Berkly

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 1
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
