



# TARIG MOHAMED SORKATY

📍 AlKharj Old Road, RIYADH, Riyadh, Saudi Arabia

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## PROFESSIONAL SUMMARY

I am a highly motivated Agricultural Engineer. I have a solid background with 10 years of experience in agricultural machines and equipment, Waste Incinerators, repair and maintenance, Agri-project supervision and agricultural management. My strength includes supply Chain management, inventory, negotiation skills, planning and good skills in service attachments and working tools.

## WORK HISTORY

### SALES & SERVICE ENGINEER 01/2010 - Current

**NAJD EST for AGRICULTURAL & TRADE**, Riyadh, Saudi Arabia, Saudi Arabia

- Authorized dealer for agricultural machine and forage solutions such as AGCO, Lely International, JF-STOLL, KRONE AND GALUCHO.
- Drove continuous sales growth of machinery within Agricultural through direct sales.
- Central region sales manager and replaceable branches supervisor.
- Manage all sales orders, presentations, follow-up, field installation and machines warranty schedules.
- Arrange company forecast with our supplier.
- Assess client's needs and resources in farm to gain the appropriate services.
- Provide technical first- operating assistance for machines and organize maintenance schedules.
- Responsible for international sales packages and target quotas annually.
- Operated heavy equipment such as Balers, Mowers, Cultivators Plows and harvesting.

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### FARM MANAGER 04/2009 - 07/2009

🏠 **AL-ZAIDIAH FARM**, Al-Ghat, Saudi Arabia

- Purchased supplies such as seed, pesticides and fertilizer.
- Hired, trained, and supervised seasonal workers engaged in seeding for tilling and planting.
- Planning finances and production to maintain farm progress against budget parameter.
- Responsible for both the operating and the Maintenance of the farm.
- Responsible for administrative aspects including accounting, budgeting, and decision maker for selection machines.
- Maximized operational profits by closely inspecting crops, assessing quality and identifying problems such as disease or insects.

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### PACKING WORKER 09/2009 - 11/2009

**AL-FAKHERA DATES FACTORY**, Al-Ghat, Saudi Arabia, Saudi Arabia

- Scanned and sorted Dates to tight production deadlines for continued packaging progression.

- Wrapped and moved pallets and stock, adhering to Dates regulations for continued best safety practice.

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**QUALITY COORDINATOR** 10/2009 - 12/2009

**AL-SHAGARAH DATES FACTORY**, Al-Ghat, Saudi Arabia

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## SKILLS

- Heavy equipment Driving
- Machinery installation
- Sales
- Sales manager
- Supervisor
- Supply Chain
- Management
- Machinery sales
- Sales transactions
- Client assessment and analysis
- International purchasing

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## EDUCATION

*Massachusetts Institute of Technology, September 2019*

**MITx MicroMasters program in Supply Chain Management: Supply Chain Management**

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*University of Khartoum, Khartoum, August 2007*

**Bachelor of Science (Honours): Agricultural Engineering**

Second Class, from University of Khartoum.

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## ACCOMPLISHMENTS

- Training at DAL Motors Company, SUDAN - Diesel engines technician 2007.
- Training at ALNILEEN Engineering, SUDAN - Massey Ferguson tractors technician 2008.
- Training at Kenana Sugar Company in forage crops and sugar cane production, SUDAN 2005.
- The main sections were: Irrigation operations.
- Equipments installation & maintenance.
- Steam power plant operation.
- Certificate in Sales Managements.
- Certificate in Supply Chain Analytics-MITx, Dec 2017.
- Certificate in Supply Chain Fundamental- MITx, Apr 2018.
- Certificate in Supply Chain Design- MITx, Oct 2017.
- Certificate in Supply Chain Dynamics-MITx, Feb 2018.
- Certificate in Supply Chain Technology & Systems - MITx, Dec 2018.
- Developed competency in Supply Chain theory and practice.
- Created models and solved problems in SC analyticals, design, dynamics and related technologies.