

# Mahmoud Abdul Hamied

## Marketing & Sales Manager

Al Khobar, Eastern Province, Saudi Arabia

Email Address: [mahmoud-moustafa@hotmail.com](mailto: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 – June 2015: 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.
  - Direct the scheduling and ensure performance of physical inventories; establish and negotiate 3rd party inventory services for retail stores.

- 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

<b>Skill</b>	<b>Skill level</b>	<b>Years of Experience</b>	<b>Last Used</b>
Project Management Skills	Expert	10 years or less	1 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