

Mohammed Hashem AL-Abbasi

A highly professional Chemical Engineer with a proven ability to develop and strengthen management teams in order to maximize company profitability and efficiency. Experienced leading and growing all sectors of a business to make it a dynamic and progressive organization. Possessing excellent communication skills and able to establish sustainable and profitable relationships with customers, suppliers, and stakeholders across the world. Driven to succeed with the ability to manage company accounts and business development while focusing on acquiring new customers, Develop a strategic plan to advance the company's mission and objectives and to promote revenue, profitability and growth in the organization and developing opportunities that further establish organizational goals.

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☎ 966 55 968 7360

📍 Riyadh, Saudi Arabia

SKILLS

Leadership Ability

Organizing Skills

Project Management

Relationship Building

Solving technical problems

Strong communications skills

Strong Interpersonal Skills

Business Growth

International Mindset

WORK EXPERIENCE

Chemical Sales Specialist

Bayouni Trading Company (BTC)

09/2020 – Present

Riyadh – Saudi Arabia

Achievements/Tasks

- Marketing Merck, Sigma Aldrich, and various Labware's instruments and Glassware's Products to New and potential customers at Eastern, Central regions.
- Involved in planning & organizing the organization's activities to achieve targets.
- Building client relationships that result in revenue and profitability growth.
- Identifying, developing and directing the implementation of business strategy.

Sales & Service Engineer

Kawther Ibrahim Abdulkader & Partners Co. Ltd (KIAK)

02/2018 – 02/2020

Jeddah – Saudi Arabia

Achievements/Tasks

- Exceeded sales growth by 20% on a product basis, which led to a promotion to Technical Education Division Head.
- Installation, Service, Training of various lab instruments such as GC's, HPLC's and AA Spectrometers from Shimadzu & YoungLin.
- Provide High end service of various other instruments such as Rotavapors, Distillation, CHN Analyzers, Viscometers, Incubators, Ovens, DO meters and many more.
- Technical support of preventive maintenance/troubleshooting/calibration and provide service and application of Analytical Equipment.
- Involved in planning & organizing the organization's activities to achieve targets.
- Building client relationships that result in revenue and profitability growth.
- Setting sales targets to Maximize sales and profitability.

Production Engineer

Al-Hamd Mineral Water

01/2016 – 02/2018

Yemen

Achievements/Tasks

- Investigate and analyze problems and devise solutions that saves money, time, and materials.
- Maximized productivity on the job by developing and implementing innovative production processes for new and existing products.
- Document and utilize current production procedures to improve company standards and Production department.

Graduate Teaching Assistant - part time

Emirate International University

05/2015 – 02/2018

Yemen

Achievements/Tasks

- Evaluate and grade examinations, assignments, or papers and record grades.
- Develop teaching materials, such as syllabi, visual aids, answer keys, supplementary notes, or course Web sites.
- Evaluate and grade examinations, assignments, and papers, and record grades.

WORK EXPERIENCE

Engineering Consultant - part time

RSM - Dahman

02/2017 - 08/2017

Yemen

Achievements/Tasks

- Perform technical assessments and analysis of specifications of projects and implement necessary solutions.
- Provide more specialized "expertise" in one product category, become subject matter expert, or obtain and maintain advanced product knowledge.
- Lead management and maintenance activities.

Mechanical Millwright Supervisor

Dome Trading & Contracting Company Ltd.

09/2014 - 05/2015

Yemen

Achievements/Tasks

- Plans, establish work program, optimum utilization of the work force and equipment, endeavoring to avoid loss and wastage of time and material.
- Supervise and monitor the quality of work under progress and advise and guide the subordinates on work method which they are not familiar.
- Responsible on erection installation of package rotating equipment, and PVV equipment.

Operation Engineer

SaferExploration and Production Operation Company (SEPOC)

06/2013 - 07/2014

Yemen

Achievements/Tasks

- Develop strategies and tools to assist production support teams, including writing technical specifications, and oversee R&D development and tool roll out.
- Work with multiple software development teams internationally to address issues and improve
- quality. Reviewing results of inspection and tests to ensure compliance to project specification.

MOST PROUD OF

Traveled to USA "Culture Exchange", 2008

National Scholarship Fellow to Jordan, 2006

MEMBERSHIPS

Saudi Council of Engineers No. : 438173

Member of Yemeni Students Union in Jordan

Member of the Organizing Committee for the celebrations of May 22

EDUCATION

Bachelor Chemical Engineering, (ABET accredited)

Jordan University of Science and Technology

02/2014

MOOC Oil & Gas Course

IFP School

11/2017

Secondary High School, "Scientific Section"

Jamal Abdul Nasser High School

2004 - 2005

PERSONAL INFORMATION

About Me

- Date of Birth : 9/7/1988
- Nationality : Yemeni
- Transferable Iqama