

**Hasan Mohammed Al-Harthy .**  
**[Areefi7@hotmail.com](mailto:Areefi7@hotmail.com)**  
**Mob# : 0564666362**  
**<http://linkedin.com/in/hasan-alharthy-17787a15>**



## **PROFILE :**

A dynamic, results-driven and accomplished senior management professional with progressive experience of 2 decades in diverse industries like:

Quality System Management(ISO9000 & TQM), Insurance, Industrial,Trading , Human Resource Supply chain &Aviation. Also my deep involvement in business development concerning different type of business especial in retail products and services allowing me to deal with different range of customers.

Proven abilities in leading development, implementation and support for: QC, QA & Quality management system.

## **ROFESSIONAL EXPERIENCE:**

### **Dallah Trading CO. ( TDC ). JEDDAH (2016- PRESENT):**

#### **Operation Director ( Supply Chain & Supprt services) :**

- TDC is the sole distributor for TRANE products in KSA market.
- In charge for all logistical operations to include the planning, procurement, receipt, distribution, inventory, transportation, accountability and maintenance, warehousing of over \$100 million of materials and equipment, resulting in complete uninterrupted life support sustainment and operations for 120 individuals at a remote site in all major cites at KSA from 3 independent warehouses .
- Managed all logistical operations for organization consisting of four subordinate elements with equipment and materials valued in excess of \$100 million, resulting in a top result accountability of equipment and materials.
- Analyzed statistical data and reports to ascertain trends in performance, resulting in maximum effective and efficient use of logistical resources.
- Oversaw material goods and equipment inventories and accountability, resulting in a nearly zero percent loss to management.
- Foresaw constraints in performance in support of operations, resulting in changes implemented that allowed for operations to continue without disruption in eight major and numerous minor events.
- Coordinate the transportation of all equipments and materials annually, resulting in the operations without interruption.

### **Saudi Arabian Industrial & Trading Company. (SAIT ). Member of( KANOO Group) JEDDAH (2012- 2015),**

#### **Regional Manager:**

- In Charge for all operations for westren reigion: Business Development & techno-commercial terms with customers or suppliers .
- Initiate discussions with suppliers to finalize agreements.
- Identify new market segments & formulate strategies to increase market share .
- Coordination with principals to pre-qualify products and services.
- Review of performance analysis to current fiscal an Preparation of budget forecast for the new fiscal.

**Saudi United Cooperative Insurance Company (Wal'aa). JEDDAH(2009-2011):**

**Regional Manager-Western region:**

- With proven success in setting up/managing western Region Clients, supported by nearly 18 years of experience in sales , services and marketing efforts,
- Practicing dealing extensively with sensitive top customers.
- Managing day-to-day multilevel relationship with customers.
- Forecasting premium/profit plans, prospecting and targeting potential strategic accounts, supervising support and service staff.
- Managing division operations deal with/negotiate contracts effectively communicating with customers and executive management.
- Securing and managing strategic accounts, demonstrated ability to listen to prospects' needs, develop solutions to meet their goals and budgets, and build trust and respect,
- Held management responsibility for 17employees and SR. 50 Million in annual premium

**BRIDGESTONE – BUGSHAN GROUP. JEDDAH-KSA-(2004- 2009):**

**General Manager ( retail sales & Services):**

- promoting Bridgestone Tires and Service Center Business throughout the Kingdom.by :
- Increased sales volume from 75,000 tires yearly 2004 up to 150,000 tires 2007target which was extremely appreciated by Bridgestone president .
- Double sales value from 24million to 65million .
- Expand the T.S.C's network to become 20tsc's all over the main cities of Ksa.
- Brought new technology, new programs to the business.
- Hired & Trained large number of staff to achive the required target in order to position our company on the top category.
- Adopting new strategic plans by implementing new business concepts, such as shifting from whole sale factors to retail sale inorder to increase market share.
- Received many appreciation letter from our partner Bridgestone team (Japanese partner) expressing there gratitude toward achieved results.

**Achievements :**

- Project manager for the new **TRANE** factory & waerhouse at KAC.
- Obtained **ARAMCO** standard audit certificate.
- Obtained **ISO 9001** qualiy system certification for juffali company .
- Registerd over **120 SASO** quality mark for Juffali industrial sector.
- implementation of quality mark standards, performance and processes.
- Implemented the following:
  - a) quality system.and cost reduction program.
  - b) annual customer satisfaction program for **KSA & GCC**.
  - c) redesigned assembly lines for mini-split and window A/C.
  - d) adopted Carrier techniques for system implementation (**W.C. Award**).

### Memberships:

- Saudi Council of Engineers (**SCE**).
- The American Society of Mechanical Engineers (**ASME**).
- Saudi Arabian Quality Council & American Society for Quality(**ASQ**).
- Technical committee of Saudi Arabia Standard Organization (**SASO**) since 1996.
- Extra curricular (public committee- **Head** of Students Union 1990 at **KFUPM**).
- Certified internal auditor and lead auditor - ISO 9000 Quality System-by **SASO,IRCA**.

### Education:

- **Master** degree (**M.Sc** In Quality Management) from **A.A.S.T.**- March ,**2004** .
- **Bachelor** of Mechanical Engineering from **KFUPM-JIC**(1993).