

Elsiddig kamal Eldin Mohamed

Business Developer & Marketing Specialist

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PERSONAL INFORMATION

Date of Birth: 18/DEC/1986

Nationality: Sudan

Gender: Male

marital status: Married

OBJECTIVE

- Seeking a position in an organization that challenges my academic practical and knowledge in order to transform into professionalism related to my field.
- Seeking a position for fill my passion in learn and apply knowledge gained through years of experience, deep analytical skills for achieve the right decision for develop.
- To secure a position in a promising and challenging field that offers good opportunity for growth.
- To work in a challenging environment where I can apply & enhance my knowledge, and put my skills and best efforts at the service of the company.

Work Experience:

1- Company Name: **Morouj Commodities Ltd**
Department: IT department
Position: Network & CCTV Administrator
Period: 10/Dec/2007 --- 11/Dec/2008
Duties & Responsibilities: monitor the network, detect the issues, do the troubleshooting, check & monitor the CCTV, check the camera stabilities, Troubleshot the issue

2-Company Name: **Protasco Education, IUKL University**



Department: Marketing and Communication Division (MARCOM)

Postion: consultant and assistance international marcom
Period: November/2014 ---- April /2015
Duties & Responsibilities: receive the application, contact the new students and assist them during the registration, contact the university agent and prepare the invoice for the commotion, introduce the university to the students and assist them on the onboarding, follow up with the students and the agent for the registration, follow up with the ministry of high education for the official documents, participate on the exhibition of the marketing and represent the university on the conference and the seminar.

2- Company Name: **Helwet Packard (HP), Helwt packard Enterprise (HPE)
DXC Technology (Entserv Malaysia Sdn Bhd)**



Department: Global Service desk
Postion: Technical Solution Representative III

Project Support: Akzonobel



AVON

AVON

the company for women

Panasonic

Panasonic

Sibco



P&G



Period: 1/Jan/2016 ----- 31/December/2018
Duties & Responsibilities: technical REP 3 is consider the third level of solution, as it required to receive the issues from the second level of the engineer then proceed to contact the client and figure out the main issue and assist to solve it immediately, thru direct function remotely or redirect it to the on land team.

3- Company Name: **GSK Information Technology**



Department: Business Development
Position: Head of Business Development
Period: MAY/2019 ---- SEP/2021

Duties & Responsibilities: responsible for the commercial and the marketing and sales departments beside the research and development department, create the company strategic and the business plan and follow up the daily process of them create marketing and sales plan and the CRM system follow up the daily process of the work contact the outside companies and looking for an opportunities of new partnership and B2B relation find a new business opportunities and line of business Represent the company in the conversance and exhibitions globally and internally.

4- Company Name: **Symvolous**

Department: Highest Management
Position: CEO
Period: DEC/2021 ---- TODAY

Duties & Responsibilities: It's a solo company provide services for the other companies in the management and develop area, its assist the companies to create strategics, business plan, operation plan, set a structure for the company, marketing research and plan, sales advices, and also provide re-habitation for the staff in-order to reach the level of the plan.

Additional Work Experience:

Company Name: Octopus Information Technology



Department: Business Development
Position: Founder & Business Development Director
Period: FEB\2021 ---- SEP\2022
Location: South Sudan - Juba

Duties: & Responsibilities: it was a mission of creating a company from scratch, inventing the Idea set the strategic and the plan and hire the employee and create a business line for the company, set an HR plan as well marketing & sales plan, Monitor the employee in the start up period and make sure the all the business contract is proper and stay for long.

SKILLS

- **Management Skills**
 - create and apply business strategic
 - create and apply business plan with follow up
 - evaluate and analysis business environment.
 - detect the upcoming risk and propose a solution.
 - attract smart partnership globally.
 - create and apply HR system and culture of work.
- **Quality Skills**
 - create integration management system (IMS).
 - create and apply quality management system (QMS).
 - qualify the organization for ISO certification.
- **Commercial Skills**
 - create strong commercial strategic (Sales & Marketing).
 - create and apply commercial Plan with follow up (Sales & Marketing).
 - build Organization Id (Branding).
 - Ability of Pricing and Create Promotion Model.
 - create a wise networking.
 - present the organization in a professional way widely.
 - assist the commercial Teams for achieving Goals.
 - apply and follow up the organization Vision dedicatedly.
 - Build, train and maintain Commercial team.
- **Marketing Specialist Skills**
 - Analysis brand Purpose
 - Creating Branding plan
 - Creating marketing strategic
 - Creating marketing plan
 - Crating marketing Funnel
 - Determine segmentation and goals
 - Marketing campaigns, seminars & exhibitions
 - Marketing Budget & ROI
 - Marketing Intangible assets ROI
 - Monitor Customer life Cycle
 - Organization Autocate & Protocol
- **IT Skills**
 - Specialized in infrastructure and networking design.
 - Familiar with all the Information Technology filed.
 - Master ship of MS Office suite
- **CRM & Soft Skills.**
 - Ability to create long term relation with the Clients.
 - Ability to follow up with the Clients and provide high level of attention and support.
 - analyses Clients Behavior.
 - figure out the opportunities with the Clients.
 - Ability to decide the Client Lifetime Value (CLV)

- High Communication Skills up to the top level of VIP down to the End user.
- High ability to work in pressure daily.
- Ability to involve in filed in need.
- High skills in deliver the organization
- Ability to deliver the organization Vision thru implementation.
- engage with the staff, filed team and end user in in need.
- Able to reply Clients and Agents emails in a professional way
- **Languages spoken.**
 - English (Fluently speaking and writing)
 - Arabic (Native language)
 - Malay (concept only)

EDUCATION

- Infrastructure University Kuala Lumpur (IUKL)
 - Master in information System (semester 2) Paused
 - Degree: Bachelor of Information Technology in Networking
- APTECH
 - Aptech Computer Certificate Professional (ACCP)
- Sudan University for Sience & technology
 - Diploma in Mechanical Engineering

SHORT COURSES

- Brand Management: Aligning Business, Brand & Behavior (**London School Of Business**)
- Business Strategy and planning (**LinkedIn**)
- Conducting of business planning (**LinkedIn**)
- Fundamental of sale Management & Sale Force. (**LinkedIn**)
- Marketing strategic and planning. (**Institute of Sale & Marketing ISM**)
- Marketing Analysis. (**Institute of Sale & Marketing ISM**)
- Master Strategic Thinking and Problem Solving (**LinkedIn**)
- Purchase and general Trade. (**LinkedIn**)
- International trade. (**Self-Learning**)
- Quality Management System. (**Self-Learning**)
- 6 sigma of quality. (**Self-Learning**)
- Project Management Certification – Getting (**HPE / DXC**)
- Standards of Business Conduct New Hire (**HPE / DXC**)

- Respecting Privacy At HPE-Employee Data Protection (**HPE / DXC**)
- CEH Intro to Ethical Hacking LNO EHC1 (**HPE / DXC**)
- CompTIA NET+Cer-Network Security(LNO NP22) (**HPE / DXC**)
- CompTIA Security Network Security LNO ESC1 (**HPE / DXC**)
- Global Trade Customs Awareness Web-Based (**HPE / DXC**)
- Global Trade Export Awareness Web-Based (**HPE / DXC**)

ACTIVITIES

- President of ISA (International Students Association)
- Member of cyber club IUKL.
- One of the founder of Sudanese Student Society (IUKL).
- President of Sudanese Student Society IUKL
- Vice president of Sudanese Student Society IUKL.
- One of Top 11 in IUKLFC (IUKL Football Club) for 3 years
- Member of 6 social and innovation clubs.

REFERENCES

- 1- Mr. Nasarudin Daud (HOD)
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- 2- Jazzilla Abdullah
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- 3- Mostapal-Kamil, Mohd-Syukri Direct Manager
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4- Mohamed Abdallah Al-Jack

General Manager

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