

MUDAR ELSAYED



Phone : **+249912349139**

Email : mudaralsyed@gmail.com

Personal

Nationality: **Sudanese.**
Marital Status: **Married**
Date & Place of birth: **1985-Sudan.**
Driving License: **UAE.**
Address: **Khartoum North, Khartoum, Sudan.**

Education & Certificates

- **B. Sc. honors in Surveying Engineering (January 2003- August 2009), University of Khartoum-SUDAN**
- **Certified International Supply Chain Professional (CISCP), International Purchasing and Supply Chain Management Institute (IPSCMI) BLUE OCEAN ACADEMY, DUBAI, U.A.E 2014**
- **Code of Practice training by ATLAS COPCO, Dubai, U.A.E 2013**
- **Exhibiter at MENA Mining exhibition for Quest Qualitas dealer of ATLAS COPCO, Dubai, U.A.E 2013**
- **Attending Liebherr Dealer Convention South Africa 2017**
- **Attending FRD Distributers Meeting, Thailand 2017**
- **Attending Intermat Paris, France 2018**
- **Liebherr Concrete customer day, Germany 2018**
- **Liebherr-Mining Sales Training (Colmar, France) 2018**
- **Attending Bauma Munich, Germany as Liebherr Staff and Exhibiter 2019**
- **International tour around all of Liebherr factories around the globe.**

Work Experiences

1- QQ SUPPLY CO. LTD (OCT 2016 – Ongoing)
Dealer for **Liebherr, FRD and Generac**

Job description: General Manager/ Partner

Duties:

- Plan, coordinate and manage all business operations to achieve corporate goals.
- Develop and implement business plan for profitability.
- Assist in budget preparation and expense management activities.

- Evaluate the effectiveness of marketing program and recommend improvements.
- Develop strategies to improve overall quality and productivity.
- Generate business, cost and employee reports to management.
- Schedule regular team meetings to discuss about business updates, issues and recommendations.
- Respond to employee concerns in timely manner.
- Provide direction and guidance to employees in their assigned job duties.
- Determine staffing requirements and ensure that office positions are filled promptly.
- Assist in employee recruitment, training, performance evaluation, promotion and termination activities.
- Manage orientations and exit interviews for employees.
- Ensure that employees follow company policies and procedures.
- Manage administrative, logistical, human resources, and accounting services to support company operations.
- Address customer inquiries promptly and professionally and ensure customer satisfaction.
- Identify business opportunities with new and existing customers.

2- PRISM CONSTRUCTION LTD Uganda And Rwanda (NOV 2015 - OCT 2016)

Project Name: Construction works for establishment of a juxtaposed One Stop Border Post (OSBP), Gatuna, Rwanda.

Job description: Supply Chain Manager

Duties:

- Plan and organize, logistics of project material from suppliers to the project within the time specified.
- Plan delivery timetables.
- Plan procurement, inventory control and logistics as cost effective as possible.
- Develop, guide, direct, motivate and manage the performance of all direct reports in line with the Performance Management System to assist in the realisation of their potential and to enhance their knowledge-based skills.
- Lead efforts to develop, implement and manage alternate material replenishment methods like consignment, vendor managed.
- Develop relations with all the vendors to maintain high level of service and quality at all times

Financial

- Follow the budgets that enable the company to meet its business and growth strategy.

3-Quest Qualitas FZCo. (JAN 2014 - OCT 2015)

Dubai , UAE

Quest Qualitas is the authorized distributor for Atlas Copco products & Liebherr in East Africa

Job description: Senior Supply chain Officer

Duties:

Strategy

- Shape and execute an aggressive business and growth strategy are met.
- Produce results as per plans and financial targets .

Management

- Plan and organize transfer, logistics and distribution of machinery from manufactures and suppliers to the customers within the time specified.
- Plan delivery timetables.
- Leads motivate and develop the highly professional sales and service teams, to support the delivery of sustained growth.
- Have a hands-on responsibility role, responsible for creating a highly customer focused culture that is based on delivery, results, transparency, problem solving skills and trust, whilst building organisational capability and empowerment.

Vendor Management:

- Manage different vendors with the proper quotations and information technology systems efficiently.
- Develop the customer base and bring new technologies, systems and solutions to original customer brief.

Operational

- Manage and ensure the smooth operations of materials and processes flow smooth.
- Proper and in time communication of needs and objectives to line Managers and key personnel in procurement, logistics, distribution and Management for smooth operations and move towards customer on-time delivery and lead time reduction.
- Build and lead a highly motivated and results driven supply chain team of schedulers, procurement specialists, buyers, analysts to meet OTD ad quality metrics.

4-Quest Qualitas FZCo. (DEC 2012 - JAN 2014)

Dubai, UAE

Quest Qualitas is the authorized distributor for Atlas Copco products, Liebherr in East Africa

Job description: Supply chain Officer

Duties:

- Plan and organize logistics and distribution of equipments from manufacturers and suppliers to the customers within the time specified.
- Plan procurement and inventory control.
- Support sales and service teams.
- Find new vendors and build relations.
- Preparing cost sheets for sales team.
- Provide weekly orders status report.
- Provide accounts sheets to countries managers.

5-Telematics Co. Ltd. – PARTNER WITH TELEMATICS4U INTERNATIONAL FOR FLEET MANAGEMENT SOLUTIONS. (OCT 2011- NOV 2012)

Khartoum, Sudan

Job Description: Senior Sales Engineer / Specialized in fleets management solutions.

Duties:

- Creating and planning sales strategies for bringing new clients.
- Budgeting and financing for new projects to achieve the maximum revenue.
- Lead and supervise a team of sales representatives.

6-Telematics Co. Ltd. – PARTNER WITH TELEMATICS4U INTERNATIONAL FOR FLEET MANAGEMENT SOLUTIONS (OCT 2009 - OCT 2011)

Khartoum, Sudan

Job Description: Sales Engineer Duties:

- Planning, scheduling, conducting and coordinating meetings with clients.
- Submitting techno-commercials proposals.
- Negotiating with clients to get the deals.

Computer Skills

- Extensive Computer & Internet Skills, fast professional data entering.
- Software Packages:
 - Microsoft Office package. - Sales Force & CRM.
 - GPS & Navigation systems.

Professional Skills

- Knowledge of supply chain (Procurements, Logistics and Incoterms).
- Knowledge of banks procedures and transactions.
- Excellent presentation and communication skills.
- Building excellent relations with customers and Supplier
- Self-motivated.
- Ability to lead teams.
- Ability to work under pressure and meet deadlines.

Languages Knowledge

- Arabic : Native speaker.
- English : Fluent.

Career Objectives

Self-motivated, team player, my area of expertise is supply chain, demand planning & costing, building costing modules & cost analysis to identify areas that need improvement within cooperation cycle. Building customer & supplier relationships, negotiating rates with forwarders & finding the best solution to suit end user's needs.

References

Available upon request.