

Curriculum Vitae

Name: Mohammed Abdulhadi Hassan Mohamed

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Nationality: Sudanese

Professional Summary

Administrative, Marketing, and Sales Manager with extensive managerial experience spanning over 10 years in institutional management and development. Highly skilled in team leadership, improving operational performance, and setting effective growth strategies. Specialized in business development, sales expansion, and building successful partnerships to achieve strategic goals.

Work Experience

- Export Manager – Agrimatco (2023 – 2025)
 - Managed agricultural product export operations, increasing shipment efficiency by 20%.
 - Opened new export channels in 3 markets, boosting export volume by 15%.
 - Streamlined supply chain coordination between suppliers and clients.
- Administrative Manager – Martar Trading (2020 – 2023)
 - Improved showroom operations, reducing downtime and inefficiencies by 25%.
 - Supervised administrative staff and salespeople, assigned tasks, and monitored their performance.
 - Implemented a new inventory tracking system that reduced stockouts by 35%.
 - Enhanced customer handling processes, resulting in 20% fewer complaints.
- Accounts Manager – Al-Qasr Al-Korean Auto Parts (2018 – 2020)
 - Digitized accounting entries and reports, reducing manual errors by 40%.
 - Aligned inventory records with financial reports, achieving 100% audit compliance.
 - Controlled expenses within budget, reducing overspending by 15%.
- Sales Manager – Muawia Al-Bireer Group (2015 – 2018)
 - Increased sales volume by 30% across key product lines.
 - Expanded field sales team by 40%, improving geographic reach.
 - Maintained client retention rate above 85% through relationship management.

- Sales Officer – Riyadh Center for Human Development (2012 – 2014)
 - Grew client base by 75% in the training sector.
 - Developed tailored marketing proposals that improved conversion rates by 35%.
 - Entered two new sectors (NGOs and government) with training solutions.
- Administrative Officer – Ministry of Oil (Sudan) – Petroleum Depot Control Center (2010 – 2012)
 - Managed fuel distribution operations, achieving 98% schedule adherence.
 - Optimized reporting systems, reducing reporting delays by 40%.
 - Coordinated with 5+ regulatory bodies to ensure full compliance.

Education

Bachelor's in Business Administration
 University of Neelain, Sudan – 2010
 Credential equivalency from Cairo University

Skills

- Business Development & Strategic Expansion
- Sales Forecasting & Performance Metrics
- Negotiation & Key Account Management
- Team Leadership (10+ direct reports)
- Supply Chain Coordination
- Customer Relationship Management (CRM)
- Market Analysis & Positioning
- Continuous Improvement (Kaizen)
- Tech Adaptability & Quick Learning

Languages

- Arabic: Native
- English: Very Good

Training Courses

- TOT Certification – Ibrahim El-Fiky Center
- Secretarial & Office Management – Nuzum Training Center
- Project Planning & Financing – Ares International University