



AHMED YAGOUB AHMED MOHAMED

Insightful, organized international trade specialist with strong business awareness and up-to-the-minute knowledge of business and trade relations, politics, legal systems, statistical analysis, and economics. Keen to commence career promoting equitable, social, and sustainable trade, using research, advocacy, and economic literacy to address, and overcome specific trade issues. Acknowledged for team spirited nature, strengths in communicating complex information in non-technical terms, and inherent enthusiasm for analyzing and resolving challenging problems.

PERSONAL DETAILS

📅 January 14th, 1992
❤ Single
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✉ ahmed.yagz@gmail.com
🏠 Sudanese
🏠 Khartoum, Sudan

National Services: Released

Language:
Arabic: ████████
English: ██████



WORKING EXPERIENCES

Jun '2017 – Present

Export Sales Officer

EMEA Region | Commodities, FMCG & Energy.

International trade, logistics, trade finance

Kenana Sugar Company Ltd. (KSC)

- Achieved & Increased annual export plan for the company during crop season 2018/2019 and 2019/2020 with efficiency.
- Expanding relationship with the existing customers by continuously finding suitable/flexible solutions that meet their objectives.
- Building and maintaining strong, long-lasting customer relationships
- Form and establish effective channel between KSC and all the governmental and non-governmental bodies in control of all international trade activities for smooth operations.
- Conduct research to analyze future trends, competition, and expansion opportunities within EMEA Market.
- Meeting international clients and developing new channel partners, negotiating, and syndicating with them to generate business in their market.
- Develop and implement strategic market plans for all KSC international appearance to enhance the company's presence in international market.
- Conceptualizing & implementing competitive strategies for generating sales, developing as well as expanding market share towards the achievement of revenue & profitability targets
- Design and update flexible cost break-down sheet for each product based agreed Incoterm.
- Coordinate shipping arrangements with all interested parties.
- Handled paper-works required for air, road, and sea transportation.
- Obtained requisite approval, clearance, and certificate from concerned authorities, supervised work of loading & unloading at the deck & airport.

Feb – May '2017

Strategic Planning Business Trainee

Business Planning, PMO, Investment, Research and Development

Kenana Sugar Company Ltd. (KSC)

- Support Corporate Strategic Planning Director in day-to-day operation, monthly and annually SP reports
- Communicate with all stakeholders of SP Department
- Support existing and future strategic projects in conjunction with Business Planning, Investment Management, PMO and Research & Development
- Liaise for Dubai and London Kenana offices and other departments
- Support the development of internal procedure and methodologies

- Invest in preparation of payments, log updates in OPEX and CAPEX budgets
- Report project status, receiving tenders, contracts and payments tracker, letter of guarantee and filing for Project Management Office

Jun – Aug '16

Trainee

Center of E-Learning and Software Development, Future University

- Develop a Knowledge based system for UNISCO Cousteau Eco-Techno Chair at Future University

ACADEMIC & TRAINING COURSES

B.Sc. (Hons) in Knowledge Management

Faculty of Information Technology, Future University – Khartoum, Sudan

Milestone Training Center

- Project Management Professional Preparatory [45 Hours]

Multimedia University – Knowledge Management Centre

- Strategic Knowledge Management Course [6 Hours]
- SWOT Analysis Practices in Sudan Companies [6 Hours]
- TOWS Matrix Practices in Sudan Companies [6 Hours]

Sudatel Telecommunication Academy (SUDACAD)

- CCNA: Routing and Switching V3 [90 Hours]

Kiwi Training Center

- MCSE: Server Infrastructure – Windows Server 2012 [110 Hours]

Dortmund for Integrated Systems Co.

- ISO 9001: 2015 Requirements [30 Hours]

Innovation Platform

- Basic Statistics with R [30 Hours]

Sudanese Red Crescent Society (Khartoum State)

- First Aid [42 Hours]

Khartoum International Center for Studies, Training & Quality

- Business Pioneering & Institutional Performance Forum [18 Hours]

CO-CURRICULAR ACTIVITIES & SOCIETIES

2017 – Present

CSR and Union Activities

Kenana Sugar Company Limited

2016 - 2017

PMO

Education without Borders

Planning & leading a donation campaign to collecting and delivering gently used schoolbooks and educational materials

2015 - 2017

Event Coordinator

Filmmaking for Children Initiative

2012 – Present

Volunteer Coordinator

Sadagaat Charity Organization

Planning, Assisting, and cooperating with individuals and organizations, promotional initiatives and activities in order of compilation for Sadagaat projects and activities, such as leading blood donations campaign and breast cancer awareness, Ramadan Iftaar team leader.

SKILLS & ABILITIES



- Excellent working knowledge of international Business, trade finance procedures and terminologies.
- Strong investigation supports to identify growth potential
- Familiar with business evaluation and development strategies
- Exploration abilities with a great integration of organized knowledge
- Critical thinking abilities to ensure deductive reasoning
- Effective presentation and management skills
- Professional problem analysis and administration
- Analyzes and researches trade requirements
- Very good at prioritizing and multitasking
- Flexibility allows international travel as needed

REFERENCES

Ms. Rania Osman

Export Sales Manager

Kenana Sugar Company Ltd.

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Mr. Hassan Ibrahim Ali Mofadel (PhD)

Strategic Planning Manager

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Ms. Yousra Elzaki Abdelmohmoud Elzaki

Investment Manager

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