**Ashraf Sidahmed Mohammed**

Mobile +2499 12343388

ashraf.sidahmed@gmail.com

Availability: Immediately

**CAREER SUMMARY**

More than 15 year in management positions build excellent experience in project management, contracts management & procurement management, change management, business process design, projects monitoring and control, projects reporting and analysis, risk management.

**ACHIEVEMENTS**

Working to more than five multinational mobile operators in Africa & gulf to deliver full turnkey projects.

**Expert Areas**

* Develop strategic plans including sales, business development & marketing plan.
* Conduct market research and competitor and customer analysis.
* Contribute to annual revenue and investments.
* Open and monitor new market opportunities.
* Developing company commercial strategy.
* Customer relationship management.
* Budget planning & costs controlling.
* Planning for tendering activities.
* Tendering activities, evaluation & selection.
* Contract Management, drafting, maintaining & archiving.
* Strong knowledge of RFP, RFI, RFQ.
* Strong negotiation and analytical skills.
* Developing & improved procurement strategies.
* Set, track, and maintain budget.
* Monitoring & manage Subcontractors and Vendor.
* Team management.
* Manage project risk and Problem solving.
* Quality - deliverables are being completed as plan.
* The required Safety, Health & Environmental standards are being achieved.
* Managing changes to the project without affecting the stated objectives and benefits.
* Developing company organization.
* Work closely with all departments.
* Maintain client relationships.

**PROFESSIONAL HIGHLIGHTS**

**Gladiator Consultancy (UAE) – Jan 2018 Present**

Business Development Manager - Sudan Office

**Brilliant Solutions Co., Ltd – DEC 2016 to DEC 2017**

Telecom Department Manager and C.C.O

**Huawei Technology – Jun 2014 to Dec 2016**

Project Manager / Procurement & Contracts Manager

**Felamed Telecommunication & Investment Co. Ltd – Feb 2008 to May 2014**

General Manager

**Alzawaya Group Development & Investment – Feb 2002 to Feb 2008**

IT Administrator, Project Manager, Marketing Director, General Manager of MLI Company

**EDUCATION AND CREDENTIALS & CERTIFICATES**

**Sudan University of Science & Technology 2001**

Business Management, Khartoum - Sudan

**CERTIFICATE & Language:**

Microsoft Certificate (MCP)

PMP Training Certificate

Arabic- Fluent

English-Fluent

**PROFESSIONAL REFERENCES**

**Ghada Satti**

C.E.O of Alzawaya Group

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