

HASSAN IZZELDIN HASSAN

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Date of Birth: 20th June 1976 | Marital Status: Married | Children: 3 boys

PROFILE

A Business & Operation specialist with over 20 years of corporate experience and a solid background in Airline Operation Management, Business Development, Sales, and Supply Chain Management with emphasis on logistics. Proven problem solving and analytical skills. During my career I have demonstrated excellent leadership capabilities. I also acquired negotiation, networking and team management skills.

Seeking a career that would utilize my skills and capabilities.

EXPERIENCE

1/4/2021 – to present **Cargo Manager – Nova Airways**

Reporting to the General Manager, I am responsible of the cargo sales and operations of the airline

18/9/2020 – 31/3/2021 **General Manager – IATL Intellisoft Business Solutions Co Ltd**

Reporting to the board of directors, I had the objective of managing the whole company. This included formulating the strategy (5 years) and business plan, as well as monitoring the implementation of these plans.

Achievement:

Achieved more than 50% of the annual fiscal target in 3.5 months.

Laid the structural and procedural grounds for the departments to operate in harmony.

6/1/2018 – 15/9/2020 **Business Development Manager & Acting Applications Manager - IATL**

Reporting directly to the General Manager with the objective to re-structure the company and re-engineer the internal company processes as well as revise and enhance the overall company vision, mission and objectives. In addition to the mentioned, I also lead the efforts of enhancing the company portfolio of products and services.

Achievement:

Introduction of the Business Applications (software) unit. It is a new business unit that is now the best performing unit in the company. It serves customers with needs for business software, ERP and applications.

1/12/2015 – 12/6/2017 **Chief Business Development Officer, Brilliant Solutions Co Ltd**

Reporting directly to the CEO with the objective to re-structure the company in line with the company's strategic plan. I put together the overall company strategy and objectives for the next five years and managed its implementation.

Achievement:

- Achieved 200% of the fiscal target in Quarters 1 and 2 collectively.
- After assessing the company portfolio, I introduced the Business Applications unit. It is a new business unit that is now the best performing unit in the company. I was responsible for its business model, staffing and structuring as well as its sales targets.

1/7/2011 – 18/3/2015 **Corporate Logistics & Procurement Manager, Vision Valley FZ LLC**

Reporting to the CFO, and responsible for coordinating the Logistics and procurement activities in line with the company's objectives. I worked closely with different departments in different locations (UAE, Sudan, Ethiopia and Egypt) to ensure seamless delivery and execution.

Achievement:

- Participated in the quality task force which resulted in the company's
- ISO certification renewal.
- Re-engineered the department's processes introducing new measurement tools for suppliers' performance.
- Managed to maintain excellent relations for the company with McAfee, Fortigate, Cisco and Infinet Wireless. I signed partnership agreements which are utilized by the company till date.

1/9/2008 – 15/6/2011 Operation Manager, **H and S Services Co Ltd**

Reporting to the General Manager, I was fully responsible for the complete operations. Part of my duties were:

- Responsible for managing the company's operations and ensuring the smooth flow of operation. Receive reports on a daily, weekly, monthly, quarterly and annual (fiscal year) basis to assess performance and induce measures ensuring better services and reliability. In charge of 10 staff in addition to 16 staff working with sub-contractors.
- Follow up acceptance, pick up, repacking and shipping of multi modal freight (air, sea and land freight).
- Ensure that operations are within the acceptable international standards of the freight industry.
- Follow up inbound / outbound shipments, update key customers of status and action discrepancies efficiently with acceptable contingency actions thus satisfying client as much as professionally possible.
- Personally manage the operation of transporting "Special Handling" shipments such as Dangerous Goods, Valuables, Perishables, live animals, etc.

Achievement:

- Transported the US embassy vehicles to Houston (TX) for armoring and returned them to Khartoum via ocean freight.
- Transported a whole power station (thermal) from Madras, India to Baleela in Sudan.

1/6/2006 – 18/8/2008 Cargo Sales & Services Executive, **Qatar Airways Cargo**

Reporting to the Station Manager, I was fully responsible for the cargo sales and operations of Qatar Airways in Sudan. Part of my duties were:

- Responsible for 03 Qatar Airways Cargo staff + 16 Ground Handling staff.
- Supervised the storage of Qatar Airways' inbound and outbound shipments in the airport warehouses. Approx. 20 metric tons of outbound cargo and 135 metric tons of inbound cargo.
- Follow up and achievement of annual fiscal targets.
- Close monitoring of cargo operations in the station.
- Sign off checklists, DGDs and NOTOCs for all special handling shipments.

Achievement:

- Introduced a scheduled double weekly freighter service for the first time in Khartoum station.

24/12/2004–30/5/2006 Cargo Sales Manager, **Contran United - GSA for Qatar Airways Cargo**

Reporting to the Station Manager, I was fully responsible for the cargo Sales of Qatar Airways in Sudan. Part of my duties were:

- Responsible for 02 Qatar Airways Cargo agents + 05 Ground Handling staff.

- Designed and implemented annual sales action plans every year.
- Follow up and achievement of annual fiscal targets.
- Close monitoring of cargo operations in the station.
- Sign off checklists, DGDs and NOTOCs for all special handling shipments.

Achievement:

- Exceeded the financial target for 2004 by 28%.
- Achieved the financial target of 2005 which was double the financial target of 2004.

1/9/2002–1/8/2004 Operation Manager, **TNT Express International - Sudan**

Reporting to the Area Manager, I was fully responsible for the complete operations of TNT Express in Sudan. Part of my duties were:

- Coordination of on time performance for the branch and its seven agents within Sudan.
- Coordination of work flow and logistical duties between TNT Sudan and the rest of the world wide TNT network.
- Bargaining deals and competitive rates with airlines for TNT Sudan's outbound materials.
- Keeping records of operations and maintaining a user friendly data base for future needs and expansions.

Achievement:

- I created a cargo department and was head of this department. The introduction of the new cargo department showed an exemplar increase in revenue.

EDUCATION

1995 – 2000 Bachelor of Science in Environmental Studies, *Omdurman Ahlia University*

PROFESSIONAL TRAINING

2013	The 7 habits for effective managers. <i>Franklin Covey ME</i>
2011	TOEFL (Score: 6.4),
2008	Live Animals Regulations (LAR), <i>QR Training Center</i>
2007	Dangerous Goods Regulations Refresher (DGR), <i>QR Training Center</i>
2007	Cargo Warehouse Handling (CWC), <i>Queen Alia International - Amman</i>
2007	Load Control (LDC) for Airbus 319/320/321/300/330, <i>QR Training Center</i>
2006	Freight weight & Balance (WBF) for Airbus 300F, <i>QR Training Center</i>
2006	Oryx Cargo System, <i>QR Training Center</i>

2006	Ramp handling Course (RHC), <i>QR Training Center</i>
2005	Security Awareness (SAC), <i>QR Training Center</i>
2005	Dangerous Goods Regulations (DGR), <i>QR Training Center</i>
2005	Basic Cargo Tariff (BCT), <i>QR Training Center</i>

SKILLS

- Experience in dealing with different sectors of customers and suppliers.
- Experience in keeping track of performance and quality by using KPIs.
- Strong background in Business Applications and ERP systems (SAP & Odoo).
- Solid background in Dangerous Goods storage, handling and transportation by air as per the IATA international standards.

LANGUAGE

- Arabic: Mother tongue
- English: Very fluent

REFERENCES

If needed, please request references by contacting me at:
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