

**MOHAMED ELTIGANI MOHAMED ELTIGANI AHMED**

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	<b>CAREER SUMMARY</b>		
	<p>A Corporate Executive with more than 26 years working experience partly in DAL Group and other companies. My experience in Agriculture, Construction Management, Sales, Marketing and Strategy Project Management. My areas of expertise are in :</p> <ul style="list-style-type: none"><li>• Agricultural Development Projects</li><li>• Strategy &amp; Strategic Planning (Managing by Projects).</li><li>• FMCG Industries Field: Food Ingredients</li><li>• Building Construction Field: all types of finishing material, cement, reinforced steel....etc.</li><li>• Road Construction Equipment Industry Field.</li><li>• Sales &amp; Marketing Field</li><li>• Project Management Field</li></ul> <p><b>A Corporate Executive</b> with 26 years' experience as :</p> <ul style="list-style-type: none"><li>• Strategy Director (5 yrs.)</li><li>• Agricultural Project Manager (2 yrs.)</li><li>• Construction Manager (5 yrs.)</li><li>• Sales Engineer ( 4 ½ Years)</li><li>• Strategy Project Manager (4 years)</li><li>• Market Development Manager (4 yrs.)</li><li>• General Manager (6 yrs.)</li><li>• Operation Manager (2 ½ yrs.)</li></ul>		

**CAREER OBJECTIVE**  
**EXPERIENCE**

Seeking an executive position in Sales, Marketing, Strategy, Business Management or General Management in a challenging and rewarding environment.

**September 2017-Present : Director of Strategy & Business Development ,Agribusiness Assembly Sudan:**

We as a group of professionals and experts have concluded the only way out for Sudan is development in Agriculture. We have come up with a solution of establishing an Agribusiness Assembly on 26 September 2017 to tackle these issues through the mechanism of round tables so to come up with recommendations for the different stakeholders to enhance the agricultural investment environment.

Individually my main objective to formulate agricultural strategies to businesses and organizations under a national agricultural strategy for Sudan.

**January 2015-Present : Director of Business Strategy & Marketing ,ABC Links :**

A Business Consultancy Establishment: Providing consultancy services in the area of business strategy and marketing for different local and international entities.

**June 2019-January 2021: Head of Milling Operations for Bayader Milling Company :**

- Supervised supply chain of wheat from the field in White Nile to the Mills warehouse
- Supervised milling Operations with the technical team of the Fadul Tor al Dabba Flour Mills
- Supervised agents and their orders to ensure smooth delivery of flour and bran to their designated areas.

**June 2016- May 2019 : GM Green Future Development Company**

- Supervised sales and marketing of SAME tractors with the sales representative
- Supervised income statement and expenses together with accounting manager

- Supervised maintenance orders from customer for the tractors.

**October 2014- May 2016 : GM Montal Trading Solutions Company**

- Supervised supply chain from order to shipment to clearance of dry yeast
- Supervised sales and distribution of dry yeast with the sales manager
- Supervised income and expenses for the dry yeast product

**September 2010 to September 2014 :Market Development Manager,B2B Department, Sayga Investment Company:**

- Launched a new business in Sayga for the Food industries Sector/Market to meet its food ingredients requirements for ghee ,shortening, sugar , glucose and starch:
- Achieved Gross Revenue of USD 12 Million in the first year(2011) and a market share of 35%

**August 2009-August 2010: Sayga Investment Co., Corporate Services Dept.**

- **Strategy Project Manager:**
- Established the new Wingee Shipping Company :
- Established the relocated Sayga railway unit project in terms of premises and recruitment of new staff :
- Developed an export business process for DAL Group

**June 2007-July 2009: seconded to DAL Agricultural Services, as Senior Project Manager:**

- My specific roles and responsibilities in the projects :
- Project Manager for Wadi Halfa Agricultural Development Project (USD 3 Billion Mega Project)
- Project Manager for Ailefoon Dairy Farm ( USD 12 Million project )
- Project Manager for Al Waha Agricultural Project. ( USD 33 Million project)
- **June 2004-June 2007 DAL Group ,Strategy Implementation Group**
- **Strategy Project Manager.**
- Being part of the team which is implementing DAL Group corporate strategy from the year 2004-2007
- The focus of the strategy was to strengthen DAL Group business processes, Finance, IT, HR policies and procedures, and other DAL Group projects.
- **My specific roles and responsibilities in the projects :**
- • Managed DAL Group Crisis Management Project

- Managed DAL Group Recruitment Policy Project
- Participated in DAL Energy Strategy
- I was a team member for Customer Relationship Management Project
- I was a team member for Performance Management System Project

• **September 2002-May 2004 SUTRAC Sales Department Khartoum SUDAN**  
**Senior Sales Engineer & Team Leader.**

**January 2000-August 2002 SUTRAC sales Department Khartoum, SUDAN**  
**Sales Engineer**

**September 1998-December 1999 SUTRAC Construction Department ,Khartoum SUDAN**

- Maintenance Manager & Procurement Officer

**April 1998-August 1998 SUTRAC Construction Department Khartoum ,SUDAN**

- **September 1998-December 1999 SUTRAC Construction Department ,Khartoum SUDAN**
- Maintenance Manager & Procurement Officer

**April 1998-August 1998 SUTRAC Construction Department Khartoum ,SUDAN**

Site Manger- Sayga Silos Port Sudan construction site

**June 1997 – April 1998 SUTRAC Construction Department ,Khartoum ,SUDAN**  
Administration & Procurement Officer

**June 1996-June 1997 SUTRAC Construction Department ,Khartoum, SUDAN**

Jr. Site Manager-Sayga Flour Mills Construction **Project**

<b>EDUCATION &amp; PROFESSIONAL QUALIFICATIONS</b>	<p><b>December 1988-January 1994 University of Khartoum ,Faculty of Engineering &amp; Architecture, Department of Architecture Khartoum SUDAN</b></p> <ul style="list-style-type: none"> <li>• Third Year Completion Certificate of Architecture</li> <li>• <b>Project Management Professional</b> designation from the worldwide Project Management Institute. Its No.55443 acquired on 2<sup>nd</sup> October 2006 (cancelled)</li> <li>• <b>Certified Marketing Professional “CMP” Certificate</b> from The American International Institute,USA acquired on 21<sup>st</sup> November 2013</li> <li>• <b>Certified Marketing Manager “CMM” Certificate</b> from The American International Institute,USA acquired on 21<sup>st</sup> November 2013</li> <li>• <b>LCCI Marketing Level3 Certificate</b></li> </ul> <p><b>Skill &amp; Competency</b></p> <p>Sales &amp; Marketing Skills  Influencing People/Lobbying  Customer Service  Presentation &amp; Communication skills  Negotiation Skills  Analytical Skills  Project Management skills  Creative Thinking  Leadership skills  Conflict management  Customer Service</p>
<b>EXPERTISE</b>	<ul style="list-style-type: none"> <li>• Food Industries Field: Food Ingredients for sweet,Tahnia,</li> <li>• Building Construction Field: all types of finishing material, cement, reinforced steel....etc.</li> <li>• Road Construction Equipment Industry Field.</li> <li>• Sales &amp; Marketing Field</li> <li>• Project Management Filed</li> <li>• Strategy &amp; Strategic Planning (Managing by Projects).</li> <li>• Supervision, monitoring and job allocation of more than 500 workers in Sayga Flour Mills construction site.</li> </ul>