

# Mohamed Khogali Ahmed, MBA

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## PROFILE

Profit-driven & highly effective operations Manager, with high experience in planning, managing teams in achieving business objectives. Proven history of improving processes; and elevating quality, output, employee morale, and customer satisfaction. Relied on to drive bottom-line gains regardless of supply chain challenges, production-line issues or other obstacles.

## KEY SKILLS

- Budgeting & Financial management.
- Process Improvement.
- Strategic planning.
- Resource management.
- Team supervision & training.
- Critical thinking.
- Negotiation & communication skills.
- Problem solving.

## EXPERIENCE

### **Agriva for Contracting**

11/2018 > Current *Operations Manager*

- Responsible for supporting Agriva's mission by collecting logistical data from 4 operational sites and overseeing subsequent administrative tasks.
- Oversaw the operations management assistants to ensure that the farms stay on schedule and within budget, from seeding to harvest to cleaning to packaging & delivery.
- Coordinated all logistics related to transportation of resources from suppliers to farms and distribution of products from the farms to the relevant customers, saving 32% of transportation costs.
- Grew business from \$47,500 to \$72,500 in annual revenue within one year.
- Increased sales by 40% by selling products to new outlets, such as; restaurants, supermarkets, roadside stands and farmer-to-consumer markets.
- Reduced the total expenses by 15% within 3 months, and increased the operational efficiency of a farm that contains 2,840 fruit tree, 30 feddans of vegetables plus a nursery.
- Promoted JIT practices in order to have raw materials arrive as needed in order to keep wastes low.
- Monitored financial and operational performance of the firm and initiated required actions for improvement.

- Planned & managed preventive and corrective maintenance of equipment and facilities.
- Negotiated and managed farm vendors/contractors, nurtured key relationships throughout the supply chain to ensure projects were done on time and within budget.

4/2018 > 8/2018 *Manufacturing/Production Engineer*

- Successfully managed the construction & installation of an egg trays manufacturing plant with production capacity of 15,000 egg tray/day.
- Planned, modified, and monitored manufacturing processes and ancillary processes to produce high quality product in the most cost-effective manner.
- Used LEAN principles to continually improve manufacturing methods & production flow utilizing knowledge of product design, materials, tooling and production equipment.
- Established operator training requirements for any processes introduced.
- Formulated baselines, WBS and project schedule for 3 projects.

**Mashnoon Projects**

12/2016 > 4/2018 *Planning Engineer*

- Worked closely with the project manager and developed the most suitable project management plan for each project.
- Prepared 9 complex project schedules and resource allocation using Primavera.
- Successfully monitored projects progress by tracking activities, resolving problems, publishing progress reports and recommending actions.
- Conducted and documented weekly project status review for upper management, and recommended corrective & improvement.
- Assisted the operations manager to determine the operational objectives by studying business functions, gathering information, constructing data flow diagram, evaluating output requirements and formats. Then developed the suitable reporting system for the operations management office.
- Increased the frequency of scheduled preventive maintenance on farms, reversing a history of unplanned equipment/irrigation system downtime and reducing annual corrective maintenance cost by 11%.
- Responsible for 17 direct reports to the project manager, operation manager, CEO & customers.

## **Elmohandis Paints Factory**

4/2016 > 8/2016    *Mechanical Engineer- Trainee*

- Gained invaluable knowledge of maintenance & production management in manufacturing business.
- Participated in ISO 9001 documentation and prepared the required maintenance records.
- Investigated equipment failure to diagnose faulty operation and made appropriate maintenance recommendations and practiced root-cause analysis to diagnose breakdown problems.
- Used 5S techniques to eliminate waste and make maintenance system more efficient.

## **Fine Gold for Mining**

1/2016 > 3/2016    *Mechanical Engineer- Trainee*

- Recorded of all the maintenance activities conducted at the facility, including the creation and upkeep of detailed spreadsheets. Assisted with spreadsheet creation and modification.
- Assisted maintenance manager in ensuring that equipment and facilities are properly installed, modified, maintained, and performing effectively.
- Assisted maintenance engineers in developing more effective maintenance plan and better maintenance report formats.
- Repaired and maintained machinery and mechanical equipment in accordance with diagrams, sketches, operation manuals, and manufacturer's specifications.

## **Acommase for Air Conditioning & Firefighting Systems Ltd.**

1/2014 > 4/ 2014    *Sales & Mechanical Engineer- Trainee*

- Presented supervisor with crucial information following client meetings, by successfully gathering relevant data.
- Simplified technical concepts to make effective sales arguments.
- Strived for excellence in customer satisfaction, by cooperating between the sales and engineering department to provide prompt and efficient service whilst resolving matters in a timely manner.
- Performed web research on potential customers and projects.
- Prepared and presented potential cost-benefit analysis to potential clients.

# EDUCATION

## **Bangor University, United Kingdom**

2014> 2015

*Environmental Management MBA*

- Excelled in International Strategic Management, Business Planning for the Green Economy and Finance for Managers coursework.

## **University of Khartoum, Sudan**

2008>2013

*BSc. Mechanical Engineering, Honours Degree*

- Excelled in Manufacturing Processes, Industrial Management and Engineering Economics coursework.

# VOLUNTEER WORK

## **Rifgah Organization for Orphans Sponsorship**

2017> 2019

*Volunteer*

- Spearheaded a team of more than 40 volunteer in the planning & execution of "Eid-Alfitr Happiness 2017" project.
- Organized the "Orphans Happiness Day 2018" event, with a team of more than 200 volunteers, to serve 500 orphan and their mothers plus the guests.
- Directed one of the voluntary teams to fundraise the "Two Bags" project.
- Participated in Rifgah Training Committee, and organised workshops for more than 200 participants.

# Cources & Certificates

**Project Management Preparatory Course (45 hours).**

**Sales Management Specialist (20 hours).**

**Advanced Project Planning Using Primavera PPM-P6 (10 hours).**

**Skills and Qualities Analysis.**

**Skills Mapping & Planning.**

**Wisdom at Work: Cultural Awareness Workshop.**

**Associate Member (2015)- Institute of Environmental Management and Assessment.**