

Mr. Waleed Mansur

Quality, Safety, Business Development & Food Safety Consultant

Address Blackpool, Blackpool, 124789

Phone +966532932962

E-mail waleed.iphone2050@gmail.com

LinkedIn <https://www.linkedin.com/in/waleed-mansur-237b6a14>

Accomplished management professional with more than 8 years of career progression in Quality, Safety, Customer Services and Restaurants operations. Proven effective leader skilled in development and oversight of high-performing, multi-disciplined and quality-oriented teams. Adept problem solver, employing creativity and innovation to overcome challenging and complex issues across employees, processes and costs. Focused and meticulous in all financial and regulatory compliance objectives to strategically plan and execute budgets, forecasts, cost-reduction techniques and safety initiatives. Outstanding communicator with English language fluency and well-versed in employee, vendor and partner relations.









Advanced Operations Manager offering over 8 years of experience and proven success in manufacturing and production, quality assurance and leadership. Highly skilled in streamlining operations and improving throughput through continuous process improvement and cross-functional collaboration. Accomplished in building high-performing teams and inspiring staff to achieve personal and professional goals.

Knowledgeable Compliance Manager with documented success in developing policies, leading training programs, and managing reporting to achieve compliance. Methodical with exceptional presentation and communication skills. Strong background working with federal and state regulations.

Food service professional adept at FOH and BOH operations. Demonstrated team leader with excellent staff management skills.



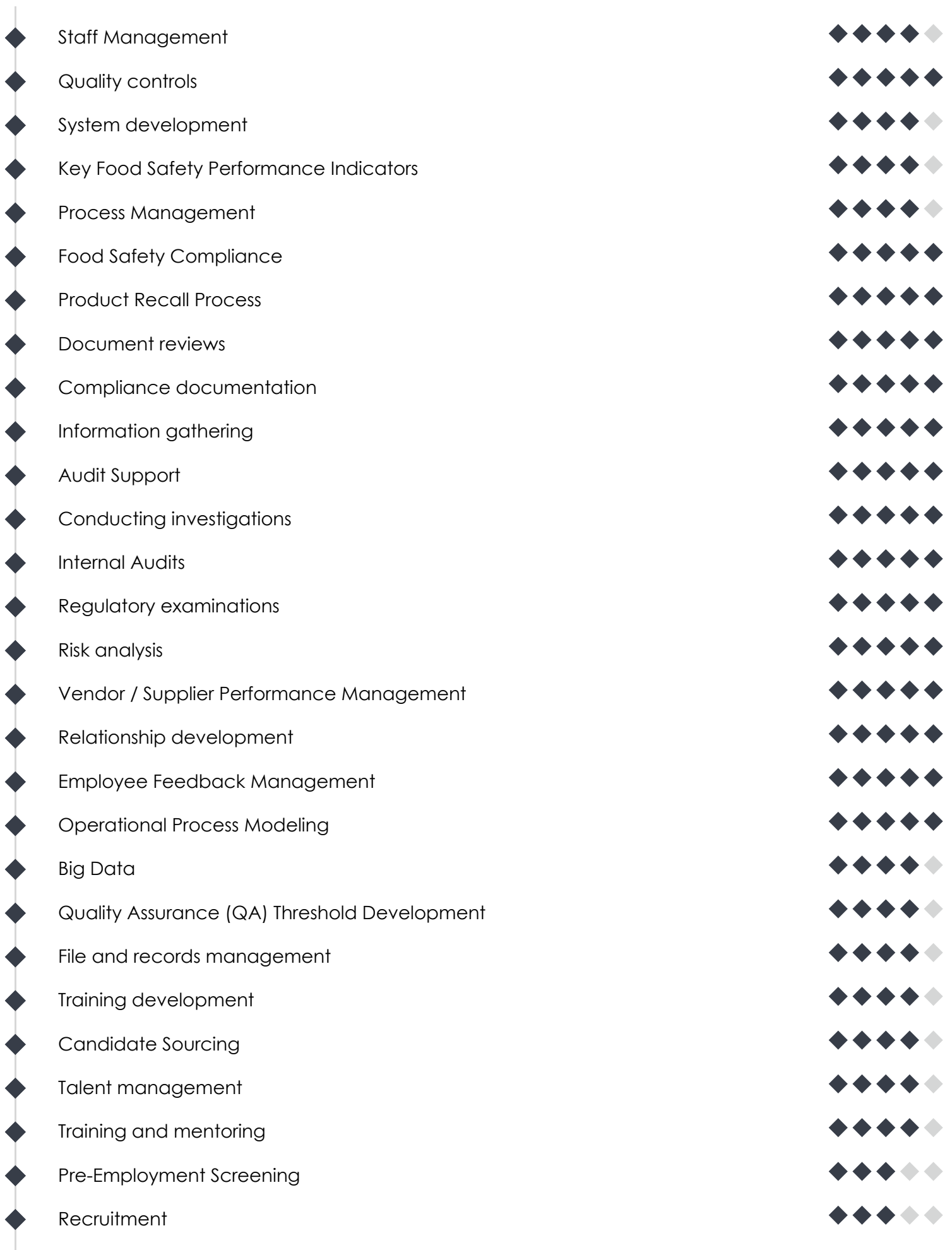
Skills

- Planning projects 
- Quality control tests 
- Knowledge of quality systems 
- Staff training and development 
- Pre-implementation audits 
- Tax liability determination 
- Fraud analysis 
- Quality assurance background 

◆	Audit reporting	◆◆◆◆◆
◆	ACL Audit Exchange	◆◆◆◆◆
◆	Thomson Reuters Risk Management	◆◆◆◆◆
◆	Employee supervision	◆◆◆◆◆
◆	Controls recommendation	◆◆◆◆◆
◆	Safety audits	◆◆◆◆◆
◆	Developing training programs	◆◆◆◆◆
◆	Incident Reporting	◆◆◆◆◆
◆	Implementing policies	◆◆◆◆◆
◆	Meeting oversight and participation	◆◆◆◆◆
◆	Knowledgeable in [ISO45001]	◆◆◆◆◆
◆	Site analysis	◆◆◆◆◆
◆	Environmental assessment	◆◆◆◆◆
◆	Analysis workflow management	◆◆◆◆◆
◆	Operations research	◆◆◆◆◆
◆	Safety incident reports	◆◆◆◆◆
◆	Medical evaluation	◆◆◆◆◆
◆	Toxic material collection	◆◆◆◆◆
◆	Training program development	◆◆◆◆◆
◆	Paperwork preparation	◆◆◆◆◆
◆	Training delivery	◆◆◆◆◆
◆	Production records	◆◆◆◆◆
◆	Hiring standards	◆◆◆◆◆
◆	Cost controls	◆◆◆◆◆
◆	Sales planning	◆◆◆◆◆
◆	Budgeting	◆◆◆◆◆
◆	Scheduling	◆◆◆◆◆
◆	Safe food handling	◆◆◆◆◆

◆	Strategic Planning	◆◆◆◆◆
◆	Recipes and menu planning	◆◆◆◆◆
◆	Kitchen staff coordination	◆◆◆◆◆
◆	Workflow planning	◆◆◆◆◆
◆	Cleanliness	◆◆◆◆◆
◆	Food plating and presentation	◆◆◆◆◆
◆	Kitchen equipment operation and maintenance	◆◆◆◆◆
◆	Process improvement	◆◆◆◆◆
◆	Project organization	◆◆◆◆◆
◆	Operational improvement	◆◆◆◆◆
◆	Supervision	◆◆◆◆◆
◆	MS Office	◆◆◆◆◆
◆	Team management	◆◆◆◆◆
◆	Problem resolution	◆◆◆◆◆
◆	Risk analysis and management	◆◆◆◆◆
◆	Project development and life cycle	◆◆◆◆◆
◆	Management information systems	◆◆◆◆◆
◆	SAP expertise	◆◆◆◆◆
◆	Supply Chain Management	◆◆◆◆◆
◆	Budgeting and forecasting	◆◆◆◆◆
◆	Purchasing and procurement	◆◆◆◆◆
◆	Customer relations specialist	◆◆◆◆◆
◆	Expense reports	◆◆◆◆◆
◆	Distribution center management	◆◆◆◆◆
◆	Cross-functional communications	◆◆◆◆◆
◆	Report generation	◆◆◆◆◆
◆	Fluent in [English]	◆◆◆◆◆
◆	Business operations	◆◆◆◆◆

◆	Sales background	◆◆◆◆◆
◆	Strategic partnerships	◆◆◆◆◆
◆	Supply chain logistics	◆◆◆◆◆
◆	Vendor sourcing	◆◆◆◆◆
◆	Search Engine Optimization	◆◆◆◆◆
◆	Negotiation	◆◆◆◆◆
◆	Operations management	◆◆◆◆◆
◆	Project planning and development	◆◆◆◆◆
◆	Risk management	◆◆◆◆◆
◆	Finance background	◆◆◆◆◆
◆	Startups and turnarounds background	◆◆◆◆◆
◆	Project Management	◆◆◆◆◆
◆	Business Development	◆◆◆◆◆
◆	Business administration	◆◆◆◆◆
◆	Logistics Management	◆◆◆◆◆
◆	Contract Negotiation	◆◆◆◆◆
◆	Unsurpassed work ethic	◆◆◆◆◆
◆	Advanced training in [ODOO 13]	◆◆◆◆◆
◆	Procurement and sales	◆◆◆◆◆
◆	Contract Management	◆◆◆◆◆
◆	Data Analysis	◆◆◆◆◆
◆	Raw materials, packaging and production	◆◆◆◆◆
◆	Business planning	◆◆◆◆◆
◆	New product introductions strategies	◆◆◆◆◆
◆	Superb time management skills	◆◆◆◆◆
◆	Lean manufacturing and quality systems	◆◆◆◆◆
◆	Cost reduction and containment	◆◆◆◆◆
◆	Complex problems analysis	◆◆◆◆◆



◆	Benefits and compensation	◆◆◆◆◆
◆	Wages and salary	◆◆◆◆◆
◆	Data Governance	◆◆◆◆◆
◆	Human Resource Management	◆◆◆◆◆
◆	Team Building	◆◆◆◆◆
◆	Organizational Development	◆◆◆◆◆
◆	Compliance	◆◆◆◆◆
◆	Quality improvement prioritization	◆◆◆◆◆
◆	Key Performance Indicator development	◆◆◆◆◆
◆	Quality improvement dashboards	◆◆◆◆◆
◆	Document control systems	◆◆◆◆◆
◆	Qualitative Analysis	◆◆◆◆◆
◆	Operational assessment	◆◆◆◆◆
◆	Accreditation processes	◆◆◆◆◆
◆	Audit plans	◆◆◆◆◆
◆	Process planning	◆◆◆◆◆
◆	External quality assessment	◆◆◆◆◆
◆	Financial Management	◆◆◆◆◆
◆	Creative merchandising	◆◆◆◆◆
◆	Sales and marketing	◆◆◆◆◆
◆	Quality Management Systems	◆◆◆◆◆
◆	Performance Improvement Programs	◆◆◆◆◆



Work History

Feb 2020 - Current Director of Quality Improvement

Current *Nwadh Trading Company , Abha, Aseer*

- Implemented best practice policies for patient education and patient and staff safety.
- Enforced compliance with government regulations and company policies.
- Planned marketing initiatives and leveraged referral network to promote business

development.

- Created, managed and executed business plan and communicated company vision and objectives to motivate teams.
- Devised new promotional approaches to boost customer numbers and market penetration while enhancing engagement and driving growth.
- Performed supplier risk evaluations and supported regulatory inspections.
- Evaluated existing operations and current market trends to identify necessary improvements and capitalize on changes.
- Modernized and improved operational procedures to increase efficiency and profitability while tightly controlling costs such as labor and preventing waste.
- Performed forecasting to identify necessary changes for supply chain business.
- Defined clear targets and objectives and communicated to other team members.
- Drove year-over-year business growth while leading operations, strategic vision and long-range planning.
- Led company to successful product launch and growth by developing initial product roadmap and go-to-market strategy.
- Developed and implemented productivity initiatives, in addition to coordinating itinerary and scheduling appointments.
- Established and administered annual budget with effective controls to prevent overages, minimize burn rate and support sustainability objectives.
- Communicated best practices among on-site and external personnel to align efforts and goals.
- Identified and communicated customer needs to supply chain capacity and quality teams.
- Prepared quotes for new products and services and composed budgets.
- Managed quality programs to reduce overdue compliance activities.
- Increased operational efficiency by developing improved filing systems for confidential client records and reports.
- Utilized exemplary negotiation skills to obtain manufacturing service agreements and assure quality standards.
- Oversaw supply chain and supported tech transfer projects, batch release testing, change management and resolution of customer complaints.
- Designed modern employee recognition program which boosted productivity and improved morale.
- Applied performance data to evaluate and improve operations, target current business conditions and forecast needs.
- Set, enforced and optimized internal policies to maintain efficiency and responsiveness to demands.
- Coordinated all companies, business executives and site leadership teams by interacting effectively and establishing communication best practices.
- Supervised site investigations, reported issues and escalated those that required further assistance.
- Negotiated manufacturing service agreements and quality standards.
- Oversaw global product development and partner relationships, enabling footprint expansion into new markets.
- Spearheaded overhaul of company best practices, leading to significantly

increased staff retention rates and top-ranking as industry leader.

- Improved staffing during busy periods by creating employee schedules and monitoring call-outs.
- Directed training and retraining of employees to boost performance and enhance business results.
- Chaired weekly meetings with executive leadership to identify opportunities for improvement, establish milestones and tailor products to individual markets.
- Streamlined and monitored quality programs to alleviate overdue compliance activities.
- Conducted forecasting to determine possible changes and issues for supply chain business.
- Reduced workflow inconsistencies by recruiting and hiring capable staff members.
- Set aggressive targets for employees to drive company success and strengthen motivation.
- Excelled in every store position and regularly backed up front-line staff to keep expertise fresh and relevant.
- Evaluated suppliers by assessing quality, timeliness and compliance of deliveries to maintain tight cost controls and maximize business operational efficiency.
- Maintained professional demeanor by staying calm when addressing unhappy or angry customers.
- Enhanced and redefined organizational structure to maintain company's competitive edge across territories.
- Maintained store equipment, including computers, printers and fax machines.
- Opened and closed location and monitored shift changes to uphold successful operations strategies and maximize business success.
- Performed customer needs assessments and coordinated resolutions with supply chain and quality teams.
- Estimated expected changes in business operations and made proactive adjustments to employee schedules and inventory levels to address needs.
- Coordinated site investigations, documented issues and escalated to executive teams as needed.
- Engaged prospects and customers through various events, including trade shows, seminars and workshops.
- Maintained high standards of food quality by reviewing shipments, overseeing preparation and monitoring food safety.
- Protected business, team members and customers by monitoring alcohol consumption and keeping operation in line with legal service requirements.
- Investigated and integrated enhanced service and team management strategies to boost business profits.
- Inspected preparation and storage equipment regularly to assess and maintain performance for cost-effective, safe operations.
- Limited portion sizes and used garnishes to control food costs.
- Set and enforced performance and service standards to keep consistent, high-quality environment devoted to customer satisfaction.
- Maintained compliance with company policies and procedures for food safety, sanitation and quality.

- Tracked food production levels, meal counts and supply costs.
- Maintained effective supply levels by monitoring and reordering food stock and dry goods.
- Reviewed and approved employee schedules and timesheets.
- Reviewed pricing and ordered food ingredients, kitchen appliances and supplies.
- Controlled labor hours and inventory costs through hands-on management and proactive changes.
- Organized and oversaw food service training to educate employees on various tasks, including resetting tables, relaying orders to cooks and upselling food and beverages.
- Directed gathering of all required documentation and files for account audits and completed reviews.
- Met accounting financial standards by providing accounting department annual budget information.
- Developed process improvements to increase efficiency and productivity and presented to management for approval.
- Optimized employee performance, output and morale through development of enticing incentive programs.
- Supported change management by understanding and addressing impacts of new accounting policies, financial statement initiatives and non-standard transactions.
- Managed all areas of accounting, including accounts payable and receivable, general ledger management, banking reconciliations and monthly balance sheet statements.
- Implemented budget and expense controls and financial policies by analyzing income and expenditures.
- Created budgets and forecasts for management group in alignment with accounting deadlines.
- Renewed business insurance by scheduling values, including personal and real property, vehicles, computers, equipment, media, and accounts receivable.
- Established financial systems that affected all aspects of company operations.
- Screened company accounting system, including accounts receivable, accounts payable, payroll processing and general ledger.
- Assisted management with finalization of annual expense plans.
- Organized budget documentation and tracked expenses to maintain tight business controls.
- Applied mathematical abilities on daily basis to calculate and check figures in all areas of accounting systems.
- Performed field audits on wide variety of internal operations.
- Initiated comprehensive account assessments to check viability, stability and profitability of business operations.
- Tracked all expenses and inventory purchases against budget guidelines.
- Maintained cash flow by monitoring bank balances and cash requirements.
- Reviewed and revised budgets to support efficient spending.
- Disciplined and motivated accounting team to maximize performance.
- Prepared financial statements, business activity reports, annual budgets and other

records.

- Compiled monthly journal entries into general ledger system.
- Applied proper codes to invoices, files and receipts to keep records organized and easily searchable.
- Analyzed financial information and made proactive adjustments.
- Maintained compliance with company standards and legal requirements.
- Stayed on top of applicable federal and state requirements to minimize legal and financial risks.
- Mitigated accounting risks through identification and improvement of process inefficiencies.
- Reduced liabilities by accurately managing tax statements, mailings, journal entries, payments and transfers.
- Overhauled process for year-end inventory audits to improve accuracy.
- Prepared monthly reports, including payment and account reconciliations and financial statements.
- Created and initiated accounting procedures to increase organization.
- Evaluated return-on-investment and profit-loss projections.
- Addressed and resolved complex and unexpected variances.
- Partnered with auditors on annual audits and realized compliance with governmental tax guidelines.
- Completed bi-weekly payroll for company employees, including calculating taxes, vacation and sick time.
- Gathered key data and modeled accurately to assist with business forecasting.
- Oversaw departmental accounting and budgeting.
- Oversaw documentation and reporting of expenses, sales and other transactions.
- Implemented updated production, productivity, quality and customer service standards to improve company financial standing.
- Managed expense, capitalization, amortization and spend data.
- Reconciled accounts and resolved both internal variances and discrepancies in external documentation.
- Proposed and published metrics and KPIs to be incorporated into monthly financials and scorecards.
- Verified employee benefit invoices by verifying coverage and costs.
- Managed accounting operations, including journal entries, collection efforts, reconciliations and payroll processing.
- Resolve more than 52 existing troubles .

**Aug 2019 -
Feb 2020**

Quality & Business Development Consultant

Oz Realty Group, Khartoum, Khartoum

- Performed general office functions as needed, including computer files maintenance, typing, filing, accounts payable and reception oversight.
- Informed home buyer of sales, construction and warranty processes.
- Communicated with clients to understand property needs and preferences.
- Generated leads for sales and rental properties through cold calls and referrals.
- Developed and maintained list of available properties suited to different needs and budgets for both commercial and industrial use.

- Sold 200 properties worth over \$50000 in 3 months.
- Worked closely with clients to facilitate appropriate loans, inspections and credit reports.
- Liaised between buyers and sellers to provide positive experiences for both parties.
- Followed up with prospective buyers regarding incentives from builder and new developments in surrounding area.
- Arranged for title searches of properties being sold and gave buyers virtual and physical tours of properties.
- Coordinated appointments to show marketed properties.
- Followed-up escrow process, coordinated contingency removal of property inspection and maintained timely closing of escrow.
- Reviewed property listings, interviewed potential clients, accompanied clients to properties and effectively communicated condition of sales.
- Assisted buyers with finding ideal homes by assessing needs, requirements and budgets.
- Collected fees and documented payment processes for property transactions.
- Promoted properties to target audiences to enhance revenue generation.
- Advised sellers on ways to increase curb appeal and make homes more appealing to potential buyers.
- Compared recently sold area properties to determine competitive market prices.
- Developed new business and managed new and existing clients.
- Coordinated appointments to show tenants and buyers prospective homes.
- Established positive flow of communication with agents, clients, attorneys and all personnel involved in closing transactions.
- Secured long-term accounts by recommending strategies to promote brand effectiveness and highlight product benefits.
- Studied property listings, interviewed prospective clients, accompanied clients to properties and discussed condition of sales.
- Assisted clients with thorough knowledge of short sales processes, mortgage loan processing and foreclosures.
- Performed home evaluations and developed competitive market analysis for individual homes.
- Handled computer system troubleshooting and provided technical support to entire team for computer operations.
- Increased home sales through persuasion, negotiation and ability to close.
- Educated clients by delivering effective explanations of short sales processes, mortgage loan processing and foreclosures.
- Kept detailed list of local properties in Propertyware, continuously updating data to stay knowledgeable on markets and possible sales.
- Reviewed and executed confidential documents, contracts and disclosures.
- Communicated with clients and collected information to research cases and prepare settlement offers.
- Confirmed compliance with federal and state laws to enforce regulations and monitor sales.
- Examined homes for client arrivals after planning open-house events and showings.

- Resolved client concerns related to home purchases to maintain high satisfaction ratings.
- Maintained computer systems and provided technical assistance for computer operations for entire office.
- Designed and staged homes for optimum showings and photography.
- Negotiated contracts with buyers and sellers to maximize customer savings.
- Increased project productivity by collaborating with builders, investors and developers.
- Developed polished and successful sales presentations to highlight product benefits, quality and advantages against competitors.
- Liaised between buyers and sellers to establish favorable prices and negotiate contract terms.
- Provided relevant real estate investments for customers based on close professional relationships and accurately defining customer needs.
- Educated clients on changing or updating properties, buying and selling techniques, and processes to maintain curb appeal.
- Identified value-added solutions to complex problems and leveraged trends in customer industries to increase sales.
- Completed property walkthroughs before completing deals, upholding accuracy in listings and appraisals.
- Handled day-to-day happenings of real estate office, consistently growing client bases and increasing revenue.
- Advised and informed prospective clients on current market activities/condition.
- Increased revenue opportunities by marketing real estate to various commercial and private clients.
- Interviewed clients and generated lists of potential properties meeting specific requirements from available listings.
- Stayed up-to-date on property environmental regulations and inspected new properties for adherence to emerging codes.
- Prepared homes for client arrivals during open house events and established signage and wayfinding aids.
- Educated clients looking to sell or buy on current market conditions, legal requirements, pricing and mortgages.
- Collaborated with attorneys, loan officers and agencies to complete property sales and purchases and thoroughly explained all financial requirements and data to potential buyers and sellers.
- Educated clients on sales and buying processes and advised buyers on making decisions.
- Compared, researched and appraised properties.
- Staged and prepared homes and properties for clients before arrival.
- Inspected properties for listing accuracy and updated posts to maintain marketing integrity.
- Negotiated between buyers and sellers of properties with efficiency and transparency to maximize profits and maintain satisfaction of clients.
- Reviewed local listings and kept detailed list of availabilities for sales, purchases and possible new clients.

Jan 2019 -
Feb 2020

Projects & Business Development Consultant

GYPS Hotels – Blackpool – U.K , Blackpool

- Developed implementation methodologies to rein in project costs while meeting key milestones.
- Developed and initiated projects, including managing costs, schedule and performance.
- Identified plans and resources required to meet project goals and objectives by setting realistic timelines and checkpoints.
- Increased savings by initiating and fostering relationships with vendors to communicate on problem-areas and work closely to resolve.
- Developed executive presentations and reports to facilitate project evaluation and process improvement.
- Reduced expenditures by effectively negotiating vendor and service contracts to drive savings.
- Provided accurate, detailed quantity take-offs from project drawings and technical specifications.
- Eliminated discrepancies by reviewing performance, status and safety adherence.
- Achieved project deadlines by coordinating with contractors to manage performance.
- Updated operational methods, oversaw accounting procedures, tracked information and compiled data to improve efficiency.
- Modified and directed project plans to meet organizational needs.
- Identified, reviewed and applied policies and procedures by exercising informed judgment to achieve optimal performance.
- Drove team success through shared vision and recognition of quality performance.
- Orchestrated projects within strict timeframes and budget constraints by solving complex problems and working closely with senior leaders.
- Headed 150 project teams specializing in food safety, real estate and logistic activities.
- Completed precise measurements using special tools.
- Sampled 95% of products for detailed analysis.
- Monitored performance and generated reports detailing quality of product and defect rates.
- Evaluated components and final products against quality standards and manufacturing specifications.
- Created and deployed best practices to improve efficiency and reduce defects.
- Monitored production processes to gain understanding of problematic steps and rectify issues.
- Streamlined QA processes by working closely with development teams and staying abreast of changing product demands.
- Reported repeated issues to supervisors and other departments, collaborating to identify issue roots and rectify problems.
- Performed visual inspections and non-destructive tests where appropriate.
- Noted trends in product quality and functionality to determine problem areas and

plan for improvements to processes.

- Performed routine maintenance and calibration on testing equipment.
- Determined root cause of deviations and non-conforming results and implemented appropriate corrective and preventive actions throughout product development process.
- Recorded and organized test data for report generation and analysis.
- Performed cell-based potency and impurity assays for in-process, release and stability samples.
- Liaised between quality control and other departments and contractors, providing project updates and consultation.
- Reviewed and validated quality requirements for manufacturing planning, supplier purchase orders and engineering specifications to meet contract compliance regulations.
- Adhered to safety and clean area procedures to comply with agency and regulatory mandates.
- Conducted data review and followed standard practices to find solutions.
- Documented and executed detailed test plans and test cases and summarized and logged audit findings for reporting purposes.
- Developed and audited practices, programs and reporting system metrics for optimal efficiency.
- Identified and resolved variances to bring products in line with requirements.
- Conducted investigations into questionable test results.
- Interpreted test results by comparing to established specifications and control limits, making recommendations on appropriateness of data for release.
- Completed supporting documentation for testing procedures, including data capture forms, equipment logbooks and inventory forms.
- Drafted technical documents such as deviation reports, testing protocol and trend analyses.
- Performed visual assessment of products to evaluate conformance with quality standards.
- Inspected raw materials and finished products to verify quality and disposed items that did not meet safety requirements.
- Monitored testing procedures and verified performance of tests according to established item specifications and protocol.

Jan 2018 -
Jan 2019

Business Development & Marketing Communications Co

Green Valley DME – USA, Fairfax, Fairfax

- Streamlined operational efficiencies by delivering recommendations for knowledge-base processes and procedures.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Directed successful SEO and link-building campaign to increase website's credibility and drive traffic.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Devised SWOT analysis to create and execute business plan supporting

achievement of established quotas.

- Capitalized on industry and marketplace trends to strategize solutions and enhance business operations.
- Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth.
- Consulted with product development teams to enhance products based on customer data.
- Negotiated, prepared and signed contracts with clients.
- Compiled product, market and customer data to forecast accurate sales and profit projections.
- Coordinated innovative strategies to accomplish objectives and boost long-term profitability.
- Partnered with business teams and IT personnel to align project goals with business strategy and define project milestones.
- Developed and promoted successful company sales and account management personnel into leadership positions to drive company growth.
- Helped incorporate product changes to drive customer engagement and firm profits.
- Identified distributor challenges related to corporate service offerings in order to formulate potential solutions.
- Participated and actively engaged in strategy meetings with other shareholders.
- Worked with existing customers to increase purchases of products and services.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Scheduled promotional activities in accordance with available inventory and staff resources.
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets.
- Forged and cultivated profitable relationships with \$1,000,000.00 promotional products distributors.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Represented company and promoted products at conferences and trade association meetings.
- Strategized and implemented successful approaches to revitalize underperforming product lines and create profit-generating enterprises.
- Collaborated with company departments to develop new strategies to capitalize on emerging customer and market trends.
- Devised effective marketing, sales and other promotional initiatives.
- Reached out to potential customers via telephone, email and in-person inquiries.
- Researched and identified opportunities for account growth, account penetration and market expansion.
- Consistently exceeded quotas through penetration of new accounts.
- Generated new business with marketing initiatives and strategic plans.
- Collected data and performed customer needs analysis.
- Created reports and presentations detailing business development activities.

- Completed and submitted monthly and yearly management review reports to support executive decision making.

Jan 2018 -
Jan 2019

(Project & Business Development Consultant)

(Food And Agriculture Organization Of The United Nations), Khartoum, Sudan

- Collected production samples regularly and performed detailed quality inspections.
- Reported production malfunctions to managers and production supervisors.
- Evaluated interactions between associates and customers to assess personnel performance and customer satisfaction.
- Recorded, analyzed and distributed statistical information.
- Specified quality requirements of raw materials with suppliers.
- Implemented new quality assurance and customer service standards.
- Inspected products and worker progress throughout production.
- Estimated financial requirements of new projects.
- Assured consistent quality of production by implementing and enforcing automated practice systems.
- Monitored staff organization and suggested improvements to daily functionality.
- Cooperated with engineering, manufacturing and corporate accounting to verify adherence to quality standards.
- Prepared and collection production reports.
- Tracked quality issues with external customers, suppliers and internal plant operations.
- Developed quality planning for multiple new product launches by verifying customer requirements and implementing in design and production.
- Scheduled and chaired quality review meetings to review effectiveness of performance mitigating risk, improving throughput and achieving customer satisfaction.
- Applied coaching techniques and tools to support managers and team members in improving performance.
- Established and tracked quality department goals and objectives.
- Implemented ISO 9000 quality systems, defining business practices, leading to certification and better business practices.
- Collaborated with audit clients and action owners to apply root cause analysis guidance and establish effective corrective action plans.
- Determined quality department standards, practices and procedures.
- Streamlined operational efficiencies by delivering recommendations for knowledge-base processes and procedures.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Directed successful SEO and link-building campaign to increase website's credibility and drive traffic.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Devised SWOT analysis to create and execute business plan supporting achievement of established quotas.

- Capitalized on industry and marketplace trends to strategize solutions and enhance business operations.
- Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth.
- Consulted with product development teams to enhance products based on customer data.
- Negotiated, prepared and signed contracts with clients.
- Compiled product, market and customer data to forecast accurate sales and profit projections.
- Coordinated innovative strategies to accomplish objectives and boost long-term profitability.
- Partnered with business teams and IT personnel to align project goals with business strategy and define project milestones.
- Developed and promoted successful company sales and account management personnel into leadership positions to drive company growth.
- Helped incorporate product changes to drive customer engagement and firm profits.
- Identified distributor challenges related to corporate service offerings in order to formulate potential solutions.
- Participated and actively engaged in strategy meetings with other shareholders.
- Worked with existing customers to increase purchases of products and services.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Scheduled promotional activities in accordance with available inventory and staff resources.
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Represented company and promoted products at conferences and trade association meetings.
- Strategized and implemented successful approaches to revitalize underperforming product lines and create profit-generating enterprises.
- Collaborated with company departments to develop new strategies to capitalize on emerging customer and market trends.
- Devised effective marketing, sales and other promotional initiatives.
- Reached out to potential customers via telephone, email and in-person inquiries.
- Researched and identified opportunities for account growth, account penetration and market expansion.
- Consistently exceeded quotas through penetration of new accounts.
- Generated new business with marketing initiatives and strategic plans.
- Collected data and performed customer needs analysis.
- Created reports and presentations detailing business development activities.
- Estimated financial requirements of new projects.
- Monitored staff organization and suggested improvements to daily functionality.
- Led QS 9000 implementation certification effort and provided training to hourly

and management employees, and staff.

- Packaged and sent product samples to clients and outside laboratories for testing and evaluation.
- Maintained laboratory conditions by managing and transferring raw materials and flavor stocks.
- Converted developed formulas into production formulas to prepare for manufacturing facilities.
- Developed extensions and improvements to food product lines.
- Facilitated cost reduction through product improvements.
- Communicated and negotiated with ingredient suppliers and vendors to order new ingredients.
- Tested new, alternative raw materials through analysis, sourcing and trials.
- Crafted presentations to showcase proposed product line expansions, including new flavors.
- Demonstrated knowledge of industry best practices regarding labeling and packaging.
- Monitored social media and online sources for industry trends.
- Devoted special emphasis to punctuality and worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately.
- Managed quality assurance program, including on-site evaluations, internal audits and customer surveys.
- Drove operational improvements which resulted in savings and improved profit margins.
- Maintained excellent attendance record, consistently arriving to work on time.
- Used benchmarks like units built per injury and contract amounts per injury to assess program success.
- Designed programs, policies, and procedures that were implemented to reduce or eliminate workplace injuries and hazards.
- Inspected worksites, practices and gear for compliance with established safety standards.
- Implemented safety training and traffic safety instructional courses which bolstered improvements in safety culture across personnel groups.
- Gathered information, prepared reports, and drafted correspondence related to cases.
- Collected samples of air, water and other fluids to check compliance with tolerances.
- Wrote reports outlining safety issues and potential correction options.
- Led training courses for employees at all levels.
- Helped probation and pretrial services officers carry out investigation and supervision duties, providing assistance and technical support in variety of areas.
- Escorted inspectors and answered questions about facility operations.
- Supported audit procedures to check all procedures, processes and work standards.
- Provided assistance in managing health and safety programs aligned with industry standards.
- Served as primary backup to officer in charge with various responsibilities related

to compliance, operations management, and staff supervision.

- Recognized, documented and advised on removal of hazards.
- Developed safety policies and procedures to be used at medical facilities.
- Prepared relevant SRM documents in conformance with Safety Management System (SMS) order.
- Wrote, coordinated and delivered mass educational briefings focused on occupational accident trends and prevention.
- Verified monthly practice of fire drills for every work shift.
- Checked written JSAs and permits for adherence to regulations.
- Responded to any emergencies as instructed and with utmost efficiency.
- Inspected facilities for adherence to fire, hazard and safety guidelines.
- Streamlined and directed occupational safety trend and current hazards analyses.
- Provided instructions to staffers during fire drills including evacuation routes and proper reporting techniques.
- Developed safety training procedures and documented into manuals for distribution to all staff members.

**Jan 2017 -
Jan 2018**

Integrated Management System Project Manager

Nestle Middle East , Khartoum, Khartoum

Identified plans and resources required to meet project goals and objectives by setting realistic timelines and checkpoints.

Developed implementation methodologies to rein in project costs while meeting key milestones.

Developed and initiated projects, including managing costs, schedule and performance.

Drove team success through shared vision and recognition of quality performance.

Developed executive presentations and reports to facilitate project evaluation and process improvement.

Orchestrated projects within strict timeframes and budget constraints by solving complex problems and working closely with senior leaders.

Eliminated discrepancies by reviewing performance, status and safety adherence.

Achieved project deadlines by coordinating with contractors to manage performance.

Modified and directed project plans to meet organizational needs.

Updated operational methods, oversaw accounting procedures, tracked information and compiled data to improve efficiency.

Identified, reviewed and applied policies and procedures by exercising informed judgment to achieve optimal performance.

Reduced expenditures by effectively negotiating vendor and service contracts to drive savings.

Increased savings by initiating and fostering relationships with vendors to communicate on problem-areas and work closely to resolve.

Provided accurate, detailed quantity take-offs from project drawings and technical specifications.

Jan 2016 -

Business Development Project & Quality Manager

- Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth.
- Devised SWOT analysis to create and execute business plan supporting achievement of established quotas.
- Streamlined operational efficiencies by delivering recommendations for knowledge-base processes and procedures.
- Directed successful SEO and link-building campaign to increase website's credibility and drive traffic.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Capitalized on industry and marketplace trends to strategize solutions and enhance business operations.
- Consulted with product development teams to enhance products based on customer data.
- Scheduled promotional activities in accordance with available inventory and staff resources.
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets.
- Participated and actively engaged in strategy meetings with other shareholders.
- Coordinated innovative strategies to accomplish objectives and boost long-term profitability.
- Consistently exceeded quotas through penetration of new accounts.
- Negotiated, prepared and signed contracts with clients.
- Strategized and implemented successful approaches to revitalize underperforming product lines and create profit-generating enterprises.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Represented company and promoted products at conferences and trade association meetings.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Reached out to potential customers via telephone, email and in-person inquiries.
- Partnered with business teams and IT personnel to align project goals with business strategy and define project milestones.
- Researched and identified opportunities for account growth, account penetration and market expansion.
- Identified distributor challenges related to corporate service offerings in order to formulate potential solutions.
- Devised effective marketing, sales and other promotional initiatives.
- Collaborated with company departments to develop new strategies to capitalize on emerging customer and market trends.
- Collected data and performed customer needs analysis.

- Generated new business with marketing initiatives and strategic plans.
- Created reports and presentations detailing business development activities.
- Compiled product, market and customer data to forecast accurate sales and profit projections.
- Worked with marketing teams to create, deploy and optimize effective campaigns for [Industry] clients.
- Developed and promoted successful company sales and account management personnel into leadership positions to drive company growth.
- Worked with existing customers to increase purchases of products and services.
- Helped incorporate product changes to drive customer engagement and firm profits.
- Reported production malfunctions to managers and production supervisors.
- Collected production samples regularly and performed detailed quality inspections.
- Evaluated interactions between associates and customers to assess personnel performance and customer satisfaction.
- Recorded, analyzed and distributed statistical information.
- Specified quality requirements of raw materials with suppliers.
- Implemented new quality assurance and customer service standards.
- Inspected products and worker progress throughout production.
- Estimated financial requirements of new projects.
- Assured consistent quality of production by implementing and enforcing automated practice systems.
- Monitored staff organization and suggested improvements to daily functionality.
- Cooperated with engineering, manufacturing and corporate accounting to verify adherence to quality standards.
- Prepared and collection production reports.
- Tracked quality issues with external customers, suppliers and internal plant operations.
- Developed quality planning for multiple new product launches by verifying customer requirements and implementing in design and production.
- Scheduled and chaired quality review meetings to review effectiveness of performance mitigating risk, improving throughput and achieving customer satisfaction.
- Applied coaching techniques and tools to support managers and team members in improving performance.
- Established and tracked quality department goals and objectives.
- Implemented ISO 9000 quality systems, defining business practices, leading to certification and better business practices.
- Collaborated with audit clients and action owners to apply root cause analysis guidance and establish effective corrective action plans.
- Determined quality department standards, practices and procedures.
- Implemented safety training and traffic safety instructional courses which bolstered improvements in safety culture across personnel groups.
- Conducted safety audits and investigated plant quality issues.
- Designed programs, policies, and procedures that were implemented to reduce

or eliminate workplace injuries and hazards.

- Inspected worksites, practices and gear for compliance with established safety standards.
- Used benchmarks like units built per injury and contract amounts per injury to assess program success.
- Identified and eliminated potential safety code deficits and addressed adequacy of fire exits, stairways, aisle spaces and sprinkler systems through annual inspections.
- Inspected facilities for adherence to fire, hazard and safety guidelines.
- Recognized, documented and advised on removal of hazards.
- Developed safety training procedures and documented into manuals for distribution to all staff members.
- Wrote, coordinated and delivered mass educational briefings focused on occupational accident trends and prevention.
- Gathered information, prepared reports, and drafted correspondence related to cases.
- Checked written JSAs and permits for adherence to regulations.
- Responded to any emergencies as instructed and with utmost efficiency.
- Helped probation and pretrial services officers carry out investigation and supervision duties, providing assistance and technical support in variety of areas.
- Prepared relevant SRM documents in conformance with Safety Management System (SMS) order.
- Provided instructions to staffers during fire drills including evacuation routes and proper reporting techniques.
- Developed safety policies and procedures to be used at medical facilities.
- Served as primary backup to officer in charge with various responsibilities related to compliance, operations management, and staff supervision.
- Served as primary backup to officer in charge with various responsibilities related to compliance, operations management, and staff supervision.
- Verified monthly practice of fire drills for every work shift.
- Provided assistance in managing health and safety programs aligned with industry standards.
- Streamlined and directed occupational safety trend and current hazards analyses.
- Maintained kitchen cleanliness and sanitation through correct procedures and scheduled cleaning of surfaces and equipment.
- Limited portion sizes and used garnishes to control food costs.
- Inspected preparation and storage equipment regularly to assess and maintain performance for cost-effective, safe operations.
- Motivated staff to perform at peak efficiency and quality.
- Investigated and integrated enhanced service and team management strategies to boost business profits.
- Oversaw food preparation and monitored safety protocols.
- Maximized quality assurance by completing frequent checks of line.
- Hired and managed all kitchen staff.
- Reviewed pricing and ordered food ingredients, kitchen appliances and supplies.
- Maintained high standards of food quality by reviewing shipments, overseeing

preparation and monitoring food safety.

- Coordinated and organized all restaurant inventory.
- Verified prepared food met all standards for quality and quantity before serving to customers.
- Helped general management develop prices based on inventory costs and portion sizes.
- Set and enforced performance and service standards to keep consistent, high-quality environment devoted to customer satisfaction.
- Purchased food and cultivated strong vendor relationships.
- Protected business, team members and customers by monitoring alcohol consumption and keeping operation in line with legal service requirements.
- Trained staff on proper cooking procedures as well as safety regulations and productivity strategies.
- Maintained effective supply levels by monitoring and reordering food stock and dry goods.
- Organized and oversaw food service training to educate employees on various tasks, including resetting tables, relaying orders to cooks and upselling food and beverages.

◆ Jan 2014 -
Jul 2017

Sudan Marketing Research Project Consultant

The Chartered Institute of Marketing , Khartoum, Khartoum

Tracked key metrics and developed spreadsheets and data models.

Studied demographic data to determine optimal targets, competitor offerings and tactics for persuasion.

Informed supervisors and company leaders on markets and regional sales needs to best meet customer needs and maximize revenue.

Collaborated with product development team to effectively modernize and update promotions.

Created documentation outlining research findings for use by project managers, customers and other marketing staff to make accurate decisions about future plans.

Worked closely with all product development departments to create and maintain marketing materials for sales presentations and client meetings.

Forecasted marketing trends based on previous data to adjust campaigns and maximize sales.

Identified appropriate marketing channels and target customers for campaigns.

Coordinated with social media, public relations and other teams to execute product introductions.

Developed campaigns and specific marketing strategies for clients.

Mentored and guided executive team during business development decision-making to optimize profitability, marketing strategy and communications planning.

Managed full-cycle marketing and advertising strategies including estimating costs, managing resource allocation and adjusting production schedules.

Wrote engaging and successful marketing, advertising and website copy.

Increased credibility and client awareness by developing technical/non-technical marketing collateral and presentations, public relations campaigns, articles and newsletters.

Maximized advertising efforts by developing content for media relations, corporate communications and social media posts.

Jan 2015 -
Jan 2016

QHSE Director

Premier Foods , Khartoum , Kharoum

- Implemented best practice standards for billing resulting in substantial reduction of accounts receivable delays.
- Designed and introduced leadership development, coaching and team management model, resulting in promotion of employees into increased levels of responsibility.
- Redesigned workflow processes for patient access and back-office, resulting in reduction of staffing costs by 98% system-wide.
- Created customized care plans, working with hospital staff and families to assess and meet individual needs.
- Scheduled surgeries, managed pre-certifications and verified insurance coverage.
- Recruited, hired and trained all staff, providing direct supervision, ongoing staff development and continuing education to employees.
- Publicized health and safety program requirements and mentored employees on critical nature of compliance.
- Verified consistency in quality planning, quality control, quality insurance and quality improvement.
- Collaborated with HR and IT to develop and implement code of business and ethics and anti-harassment policies and related personnel training.
- Liaised with clients to identify and target inefficiencies in areas of risks and business controls, process gaps and workflow discrepancies.
- Consulted with clients on best practices and served as project manager for all process improvements and regulatory initiatives.
- Delivered and tracked program training for all associates and supervisors in order to safeguard continuing business relationships.
- Formulated detailed recommendations based on audit findings to support annual planning and definition of goals.
- Prepared and presented comprehensive reports to upper management and audit team, covering issues and recommendations.
- Delivered subject matter expertise for internal and external customers on compliance best practices and quality control.
- Defined and developed policies and procedures for consumer reporting and privacy practices.
- Managed quality programs to reduce overdue compliance activities.
- Managed full life cycle of assigned audits in alignment with departmental procedures, delivering progress as well as closing reports to senior management and clients.
- Collaborated with contract team to review client contracts and facilitate personnel compliance training.
- Structured programs, produced working documentation and implemented best practices.
- Played instrumental role in company-wide risk assessment efforts, supporting

enhancements in business processes and controls.

- Advised division leaders of regulatory risks in business processed and provided recommendations for improvement.
- Managed distribution network, including logistics, trade compliance and warehouse management.
- Established vision and master plan for regional supply chain end-to-end structure, sourcing and delivery.
- Led implementation of effective supply chain planning systems while improving sales and operations planning processes for distribution network.
- Drove key performance indicators and continuous improvements throughout logistics and supplier operations.
- Devised and implemented short-term and long-term plans, optimizing supply chain management and improving value relating to annual expenditures.
- Applied insights of global economics and marketing to implement pricing strategies and channels.
- Facilitated change management strategies and incorporated functional area infrastructure to support demand planning and supply initiatives.
- Led change management initiatives and designed functional area infrastructure to support demand planning and supply strategy.
- Collaborated with internal teams to improve outputs to meet demand and supply requirements, ensuring inventory integrity targets for finished goods.
- Built supplier relationships to mitigate risk and establish effective purchasing arrangements with indirect and logistics customers.
- Managed production levels, identified material shortages and monitored inventory levels to meet order delivery requirements.
- Deployed logistics systems and outsourced transportation to maximize efficiency, cost and benefit.
- Established inventory targets, stock level and risk mitigation targets and managed flexibility strategy to optimize inventory.
- Created mechanisms to maintain open dialogue with product and service users and key suppliers, facilitating communication and helping prioritize opportunities.
- Capitalized on opportunities to make significant cost savings to areas of supplies, services and capital requirements when optimizing resource management for group purchasing organization (GPO) service line directors.
- Installed new equipment and evaluated engineering designs to improve operational processes.
- Monitored performance of external vendor supply chains while handling internal logistics.
- Formulated demand planning and generated supply chain management metrics.
- Oversaw S&OP process, including demand planning, purchasing and logistics.
- Handled production, manufacturing, purchasing, procurement, warehouse management, logistics management, import and exporting and other supply chain functions to facilitate business operations.
- Improved, standardized and documented planning and scheduling processes.
- Drove cost reduction efforts for supply chain AOP to meet annual operations targets.

- Integrated financial and operation plans with strategic objectives to deliver improved operational and financial results to boost customer satisfaction, profitability and working capital.
- Identified, selected and maintained logistic suppliers and achieved optimum costs and service qualities.
- Guided production operations and met demand requirements by determining priorities, scheduling workers and overseeing prompt production equipment maintenance and repairs.
- Challenged teams to improve performance within distribution network to meet inventory targets.
- Negotiated with suppliers and vendors about contracts, policies and deadlines.
- Negotiated contracts, policies and deadlines with suppliers and vendors.
- Led proposal preparation, negotiation and administration of clinical contracts.
- Applied supply chain management knowledge to provide sourcing and influence electronic mediated environments.
- Oversaw day-to-day clinical contracting and resource utilization management functions.
- Monitored, analyzed and reported domestic freight and carrier management performance against set goals to compare costing to forecasts.
- Balanced demand and supply while aligning volume and mix to achieve production objectives.
- Displayed exemplary negotiation skills when communicating with suppliers and vendors regarding contracts, policies and deadlines.
- Designed plant layouts, tooling fixtures and flowcharts of materials to meet delivery targets.
- Oversaw supply chain and supported tech transfer projects, batch release testing, change management and resolution of customer complaints.
- Implemented standard manufacturing system procedures and process practices.
- Directed planning, budgeting, vendor selection and quality assurance efforts.
- Conceptualized and deployed enhanced product features and optimized implementation for use in marketing strategies.
- Monitored market trends and competitor performance and analyzed gaps to update promotional strategies and maximize sales.
- Managed benchmarks, product demonstrations and testimonials for performance evaluation.
- Consulted with product development teams to enhance products based on customer data.
- Coordinated innovative strategies to accomplish objectives and boost long-term profitability.
- Defined and analyzed metrics to measure product performance.
- Coordinated project planning and execution with team members and team leads.
- Liaised with clients to develop deep understanding of business needs and current market landscape.
- Assessed vendor products and maintained positive vendor relations.
- Documented user stories, specifications and product features into detailed work

order to communicate across teams and build mandatory requirements.

- Established criteria for each milestone within product roadmap as means to measure developmental progress.
- Reviewed sales, customer concerns and new opportunities to drive business strategy at weekly planning sessions.
- Championed customer experience through expert analyzation and communication.
- Developed product documentation to communicate and align key components of upcoming features and products to internal teams.
- Collected customer requirements, directed testing and conducted continuous evaluations to make proactive adjustments to marketing approaches.
- Compiled product, market and customer data to forecast accurate sales and profit projections.
- Collaborated with sales, marketing and support teams to launch products on time and within budget.
- Helped incorporate product changes to drive customer engagement and firm profits.
- Prioritized roadmap in order to achieve product goals and metrics.

**Feb 2014 -
Feb 2015**

State Safety Program Manager

Swiss Aviation Consulting Group (SAC), Swiss , SWISS

Planned and executed meetings to connect organizational representatives, community members and clients.

Maintained tight production timetables and quality standards to give audiences exceptional offerings.

Coached team members on productivity strategies, policy updates and performance improvement plans to accomplish challenging goals.

Improved success of program by making proactive adjustments to operations.

Delivered training for staff development, change management and materials, process and technical controls.

Coordinated daily tasks including recruitment, office upkeep and inventory maintenance.

Met with project stakeholders on regular basis to assess progress and make adjustments.

Planned, created, tested, and deployed system life cycle methodology to produce high quality systems to meet and exceed customer expectations.

Interacted with customers and clients to identify business needs and requirements.

Launched quality assurance practices for each phase of development

Implemented and executed reviews of computer systems for compliance with state and federal regulations.

Verified that design, operation and IT systems complied with applicable regulations.

Performed program research and analyzed data collection to develop cost estimates and budgets.

Defined classification levels for all types of information and data, including privacy, PCI, quality systems, trade secrets and intellectual property.

Created and presented data using MS Excel spreadsheets and other MS Office tools.

Designed infrastructure solutions to resolve business issues and improve delivery processes.

Assessed performance and scheduled cost control while maintaining contractual and internal performance requirements.

Developed detailed plans based on broad guidance and direction.

Participated in LEAN and Six Sigma events and routinely looked for processes to apply LEAN concepts.

Strategically balanced technology and business needs of organization.

Monitored progress of programs, using and applying programming documents, program directives, funding documents and other program material.

Pitched and built new programming strategies and one-off feature shows to boost audience interests and diversify offerings.

Established and maintained long-range plans for quality assurance.

Developed and organized routine and special programming by factoring in slot timing, demographics and other important parameters.

Identified system needs and designed processes to support business requirements.

Instituted quality systems within organization encompassing training, corrective and preventative action.

Attained improvement in technical project delivery processes by leading global infrastructure engineering project management process improvement.

Established and implemented global security processes.

Orchestrated smooth and efficient program development by collaborating cross-functionally across departments.

Scheduled and supervised staff meetings to discuss new ideas and update participants on program details and milestones.

Checked programming logs and live broadcasts for conformance with FCC requirements to avoid legal issues.

Developed and administered project budgets.

Devised tools and benchmarks to improve team performance and monitor production.

Addressed and resolved technical, financial and operational concerns by working with team members and directors.

Analyzed and interpreted impact of federal, state and local legislation on company's internal structure.

Established team priorities, maintained schedules and monitored performance.

Resolved problems and provided solutions to customers by communicating requirements to subordinates.



Education

**Jan 2019 -
Dec 2020**

M.D.: Business Management

King's College London - UK

SYLLABUS

Apply a range of business concepts, tools and terminology to common business situations

- Explain the importance of business management for you and your community

- Identify your own skills, interests and ideas, and how you can continue to develop them
- Explore opportunities and challenges of working with others: including collaboration, listening to others, feedback, negotiation
- Explain the important aspects of a business idea to potential customers and investors
- Reflect on what you've learnt and how you will apply this now
- Managing yourself: introduction to management and leadership styles.
- Managing money and key financial concepts, including the implications of various sources of finance and the relative importance of cash flow and profit.
- Managing people, stakeholder management and professional communication.

Jan 2009 - Bachelor of Science: International Business Management

Feb 2013 *Regent Business School - South Africa*

- Member of (Regent's Safety Society Group)
- Professional development completed in Maximizing Capacity.
- Graduated with 3.8 GPA



Accomplishments

- Certificate of Excellence (Higher Education Competition _ Oxford 2016).
- Certificate of Excellence Performance (Project Manager _ The chartered Institute Of Marketing _ UK 2016).
- Certificate of Excellence Performance (CEO _ Quality & It Experts Co. _ SUDAN 2015.
- Excellence Certificate for IMS Project From SUDAN CIVIL AVIATION AUTHORITY
- Excellence Performance Certificate and Employee of the Year From (Quality Services – Swiss as Company Operation Manager
- Documented and resolved 1500 which led to Excellent results.
- Resolved product issue through consumer testing.
- Supervised team of 500 staff members.
- Collaborated with team of 1500 team members in the development of 140 projects .
- Used Microsoft Excel to develop inventory tracking spreadsheets.
- ALIVE project Award (FAO)
- CIM Award 2014



Affiliations

- APICS – Association for Supply Chain Management
- Society of Human Resource Management
- Association of Information Technology Professionals
- Rotary International
- American Society of Safety Professionals
- Project Management Institute
- National Association of Social Workers
- Jaycees
- International Association of Administrative Professionals

- Association for Computing Machinery
- Institute of Electrical and Electronics Engineers
- HP LIFE
- RQI (Research Quality Institute)
- CIM



Software

ERP



ODOO 13



Food Book



Crystal Report



MS Office



Languages

Arabic



English



Certifications

Jan 2013 Modern Quality Concept

Apr 2013 ISO 22000:2005 FSMS

Aug 2013 HACCP Course

Feb 2013 First Aid/CPR Certified

Dec 2013 Project Management Professional (PMP)

Jan 2014 Salesforce

Mar 2014 Management of Change Course

Aug 2020 Diploma In Operation Management

Jul 2020 Diploma In social Media

May 2020 Diploma in Food Safety

Feb 2020 Waste Management

Mar 2014 Leadership Course.

Apr 2014 HOUSHIN System Course

◆	May 2014	Process Improvement Tools Course.
◆	Jun 2014	Information Security
◆	Jul 2014	OSHAS 18001:2007 Lead Auditor Course
◆	Aug 2014	Lean Office & 5S Course
◆	Sep 2014	Auditing 19011:2011 Course
◆	Oct 2014	IT Project Management Advance Course
◆	Nov 2014	Key Performance Indicator (KPI) Course
◆	Dec 2014	Improvement Tools Course
◆	Jan 2015	Quality System Documentation
◆	Feb 2015	Certified Project Management Office.
◆	Mar 2015	CS169.1x: Software as Services.
◆	Apr 2015	Job Development Skill Course.
◆	May 2015	MIS I Students Affair Program
◆	Jun 2015	Project Management Certification Organization
◆	Jul 2015	Literary Narrative Certificates
◆	Aug 2015	Advanced English Competitive Competition (British Council)
◆	Sep 2015	Basic Safety Awareness.
◆	Oct 2015	Total Quality Management
◆	Nov 2015	Professional Web Design Program
◆	Sep 2020	Lean Six Sigma White Built
◆	Aug 2020	Restaurants and Coffee Shop Operation
◆	Dec 2015	English For Sales & Marketing
◆	Jan 2016	Advanced Computer Skill
◆	Feb 2016	ILETS For Teachers
◆	Mar 2016	Google Sales Certified
◆	Apr 2016	English for Business Communications
◆	May 2016	IT Project Management.

◆	Jun 2016	Brand Management Course
◆	Jul 2016	Advanced Digital Marketing Course
◆	Aug 2016	Communications Strategy Course
◆	Sep 2016	Consumer buying Behaviors Course
◆	Oct 2016	Strategic Planning for Quality of Marketing Course
◆	Nov 2016	SOCIAL ACCOUNTABILITY INTERNATIONAL
◆	Dec 2016	Food Fraud Course
◆	Jan 2017	Food Defense
◆	Feb 2017	Franchise Management
◆	Mar 2017	Audit Checklist & Procedures
◆	Apr 2017	Emergency Response Procedures Course
◆	May 2017	Flight Operations Manual Course
◆	Jun 2017	Risk Assessment Course
◆	Jul 2017	Aviation Safety Audit Awareness Course
◆	Aug 2017	Safety Management System & Security Manuals Course
◆	Sep 2017	VHF Air Band Radio Operator Course.
◆	Oct 2017	UNMANNED Aircraft Professional Association "Certificate of Membership".
◆	Oct 2020	CRM - HP LIFE
◆	Oct 2020	Sales Forecast - HP LIFE
◆	Oct 2020	Inventory Management - HP LIFE
◆	Oct 2020	Pricing Strategy - HP LIFE
◆	Jul 2020	COMMUNICATION AND INTERPERSONAL SKILLS AT WORK
◆	Aug 2020	Introduction to Business Management
◆	Sep 2020	Creating Meaning for Employees
◆	May 2020	COVID-19 in People with Diabetes or Obesity
◆	May 2020	ICU Management of Coronavirus Patients
◆	Sep 2020	Occupational health and safety for health workers in the context of COVID-19

- ◆ **May 2020** COVID-19: How to put on and remove personal protective equipment (PPE)
- ◆ **Aug 2020** Migration and Health: Enhancing Intercultural Competence and Diversity Sensitivity
- ◆ **Aug 2020** Infection Prevention and Control (IPC) core components and multimodal strategies
- ◆ **Aug 2020** WHO COVID-19 Mass Gatherings Risk Assessment Training
- ◆ **Aug 2020** Management and Facilitation of an After Action Review (AAR)
- ◆ **Oct 2020** Strategic Planning
- ◆ **Oct 2020** Selling Online
- ◆ **Oct 2020** Social Media Marketing
- ◆ **Oct 2020** Maximizing Capacity
- ◆ **Mar 2020** E-Protect
- ◆ **Aug 2020** نظام إدارة الحوادث - المستوى 1
- ◆ **Jul 2020** STRATEGIC PLANNING FOR PROFESSIONAL SERVICE FIRMS IN THE TIME OF COVID-19
- ◆ **Jul 2020** INTRODUCTION TO BUSINESS MANAGEMENT - Module Leader for Business Management, King's Foundations King's College London



Interests

Research's



Additional Information

Memberships:-

WFP Europe.

Lean Six Sigma Institution.

PMP.

ALISON

EDEX

FutureLearn

WHO Europe