

Saeed Imad eldin Osman Ali

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□ PERSONAL SUMMARY

A dynamic and energetic individual who is polished and professional in both appearance, personal interaction, and all communications. Saeed uses his ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations, client needs assessments and the development of technical specifications.

I recently worked for (SANY company) ready mix concrete factory in production & sales department as a management role responsible for all of the production proses from the planning until the stock of the raw material and coordinate with the operating department regarding the movement of the mixers & the pumps and connate with the customers regard their sales, scheduling and their accounts and report all of this in a ERP system (Ebizframe &Taly software).

Before that I work in a plastic factory in the same grope of Sany Company as senior production engineer responsible of producing HDPE, PPR pipes & PVC sheets as Extrusion Molding plastic proses.

Before that I was working (Samsung company) in the sales department, during this period I Worked with a team of sales assistants to promote the store's customer loyalty and mänge to hit the targets of sales several times, also I took courses in (sales skills, Customer relationship management (CRM), soft skills ...etc.).

Before that I worked in the industrial filed as operational & maintenance engineers for plastic factory

During this period, I took courses related to the field like (electric curse (PLC), Industrial Hydraulics course, management course ...etc.).


I have been graduate from Sudan University of Science & Technology Faculty of Engineering as a (plastic engineering).

Right now I am looking for a suitable position with a company that is well satisfied my emption, established and outperforming the market.

□ Professional Experiences

- 1- Taking time to understand the customer's need & requirements matching clients to suitable properties.
- 2- Handling all pre-sales customer support issues.
- 3- Excellent negotiating skills.
- 4- Able to work in a door to door and face to face sales capacity.
- 5- Writing accurate & informative sales reports and documentation.
- 6- Comprehensive knowledge of plastics material properties, processing options and limitations, In-depth knowledge of the formulation, material science and equipment of plastic production (Extrusion, injection, thermoforming, blow molding, Rotational ...ate).
- 7- Solid knowledge of a plastic injection molding operation, including PLC programming, hydraulics, pneumatics, assembly equipment, and automation systems.
- 8- Possess strong mechanical aptitude with good analytical and problem solving skills.


Work Experiences

❖ (From 01/06/2018 to up to date) 

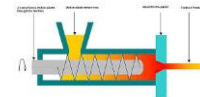
- * Work Place : **Sany express Concert LTD , Almamoun Grope**
- * Job Title : Sales & Production supervisor
- * Job description :



- Develop and implement Business Unit sales strategies and plans to deliver budgeted sales revenue and margin targets.
- Develop and maintain top level relationships with key customers.
- Minimize disputed items and improve cash flow by achieving Daily Sales Outstanding (DSO).
- Responsible to achieve target production, given by the management.
- Responsible to organize all the raw material and keep the optimum inventory level to meet the planned volume.
- Responsible to prepare and give the daily production plan to the operation supervisor a day in advance.
- Responsible to deliver the right quality (in consultation with the technical people) and quantity to customer on time and maintain the good relationship with them.
- Responsible to submit the productions, sales and stock report at the end of every month to the management.
- Report and record all the process in ERP system for analysis.

❖ (From 05/05/2017 to 31/05/2018) 

- * Work Place : **Sareen Plastic Factory, Almamoun Grope**
- * Job Title : Senior Production Engineer
- * Job description :



- Responsible for all aspects of operations for Production of HDPE & PPR Pipe Extrusion Line.
- Ensure that production activities are carried out in the most effective manner and meet agreed quality, efficiency and delivery standards.
- Minimize reject, waste and defect levels to ensure manufacturing costs are contained and enhance product competitiveness.
- Make sure that preventive and corrective maintenance plans are carried out consistently to minimize breakdowns and optimize machine availability.
- Ensure stocks of Raw Materials and spare parts are ordered in accordance to the max/min agreed upon stock levels.
- Identify the HR requirements and training needs to ensure continuity in succession planning and rotation functions.
- Ensure compliance to all relevant safety, quality and environmental management procedures and controls across the production section to guarantee employee safety.

❖ (from 01/01/2016 to 31/12/2016)

* Work Place : **Haggar Limited- Samsung**
* Job Title : Sales Supervisor
* Job description :



- Provide direct customer services by informing them of products and services.
- Identifying the customer's current and future requirements.
- Identify sales opportunities and follow up on existing accounts for business development.
- Create and execute appropriate strategic plans to bring in more business.
- Research sources in order to develop new business connections.
- Make cold calls to prospective clients and inform them about new products and deals.
- Conduct market research to identify trends and manage sales activities accordingly.
- Meet individual and company sales targets.
- Promote new products to walk-in customers and record orders, Explain products' value and capabilities to customers.
- Handle and resolve customers' complaints.
- Process payments in terms of cash or checks, Verify the validity of paper money.
- Tally cash with receipts at the end of the shift.
- Maintain stocks and inventory.
- Stock shelves with appropriate products and ensure correct price tagging.

❖ (From 01/01/2015 to 30/12/2015)

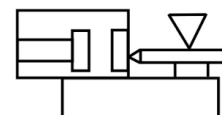
* Work Place : **Oraconcept of Technology and Investment**
* Job Title : Sales & Marketing
* Job description :



- Responsible for sale of the company Products such as IT Systems, programing, web design, marketing and Graphic Design.
- Makes personal sales visits & calls at customer sites on a regular basis
- Responsible for Develop network with end-user, marketing associates and distributors
- Generate sales reports each week and submitting them to management

(From 12/11/2013 to 12/11/2014)

* Work Place : **SENYORA Plastic Factory**
* Job Title : Plastic's Engineering
* Job description :



- Responsible for developing and implementing production/processing methods and controls to meet quality standards in the most cost efficient manner.
- Perform investigation and resolve work-in-process problem.
- Monitor assigned operations to assure compliance with approved methods and quality standards.
- Responsible for developing new production process methods based on their application and formulation of production.

Certifications

Graduation:

- Bachelor of Plastic Engineering, Faculty of **Engineering** from **Sudan University of Science & Technology** - June 2013
- class: second class-division two cumulative: 2.59

•Certificate of Course Completion:

- Took a course in **soft skills** include (Team dynamics, Communication and public speaking skills, Self- awareness and management, Professional writing, Time management, Presentation skills and Leadership).
- Take a course in **Certified Professional Manager (C.P.M)** waiting to take the Exam.
- **ABDELBARY CENTER FOR COMPUTER TRAINING AND TECHNICAL STUDIES**
(**Programmable Logic Controller Advance (PLC 2)** system covering all theoretical and practical aspects of the so-called program).
From 28th Jan to 28th Feb 2014.
- **Ministry of Human Resources Development, National Council for Training, AGIAD TECHNICAL TRAINNG CENTER**
(Training of Industrial Hydraulics (40 Hours).
From 24th Feb to 23th March 2013.
- **ABDELBARY CENTER FOR COMPUTER TRAINING AND TECHNICAL STUDIES**
(Diploma in the **Programmable Logic Controller (PLC)** system covering all theoretical and practical aspects of the so-called program).
From 16th Feb to 30th Apr 2012
- Training in Yasin Plastic factory from 27th Feb to 3th March 2011.
- Training in Adib Plastic factory from 13th March to 27th March 2011.

Personal

- * Date of birth : 29/4/1990
- * Nationality : Sudanese
- * Gender :Male
- * Marital status : Single
- * Religion : Muslim

Skills

Personal:

- Team spirit, Ability to work under pressure and Good communication skills.
- Hardworking, self-motivation, fast learner and open minded.
- Efficient problem solving skills.
- An ambitious and positive team player.
- Attention to detail.
- Able to professionally organize a working day and set targets.
- Can inspire trust and confidence in clients and buyers.
- Building relationships.
- Data Analysis techniques.

Language:

- Fluent in Arabic (mother) and English (good oral & writing).

Computer knowledge:

- Windows, Microsoft Office, Exultant in Excel sheets and SQL

REFERENCES

Available on request



Contact on LinkedIn:

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