Physics

**Zied Salaheldeen Ismail Magzoub  
Executive Manager**

**PERSONAL PROFILE**

A smart, polite, and friendly individual who is able to combine a polite manner with razor-sharp efficiency. Zied is able to do more than just answering questions, he also has a proven track record of building relationships by providing information on additional products and services and helping customers find the right ones to meet their needs. Possessing the ability to communicate with all levels of customers, he is well able to contribute to the growth of any business. He is always eager to learn and always seeks to challenge himself in performing better. His weakness point is that he cannot rest until solve whatever problem he find in his work from its roots.

***AREAS OF EXPERTISE***

*Mechanical Design*

*Production techniques*

*Administrative functions*

*Communication skills*

*Strategic Management*

*Project Management*

*R&D Management*

*Client co-ordination*

*Resolving problems*

*Organizing*

*IT skills*

*CAD Design*

*CAD Drafting*

**CAREER HISTORY  
  
*chief project coordinator / managing office Director / Strategy coordinator  
GIAD Engineering Co. Ltd. (GIAD Group) (November 2016– Now)***

Supervise the whole operation of the newly formed company, which is specialized in the manufacturing of Railway wagons, water treatment plants, and heavy machineries (road construction equipment / earth moving equipment).

**Work duties**

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| * Organizes the company’s higher management office (the executive office) operations & records * Controls in and out projects technical documents * Establishes and maintains logical and up to date filling & archive system for both technical and contractual documents. * Maintains and operates office equipment * Conducts project coordination functions * Ensures security and safety of files and records and document control * Arranges the meetings & appointments * Sends and receives communications (letters , faxes and e-mails) for projects partners * Evaluates and manages the performance of his subordinates and plays a crucial role in their promotion. * Oversees the selection and recruitment procedure of the new candidates when requested. * Acts as Project Manager for the Water Treatment Plants Production Project. * Controls the company’s strategy formulation & implementation. |

***ACCOMPLISHMENTS***

*Professional English speaker*

*Professional Computer User*

*Master Project Manager*

***Programs Director  
Automotive Research & Development Centre (GIAD Group) (June 2011– October 2016)***

Main point of contact for customers and clients, manage the Centre’s projects from customer requirements up to final delivery and approvals.

**Work duties**

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| * Taking ownership for queries from first contact to resolution. * Interacting directly with potential, new and existing clients. |
| * Accurately updating administrative records. |
| * Participate in promoting products and services. |
| * Resolving face to face, telephone and email queries quickly and to completion. |
| * Monitoring until completion outstanding orders and enquiries. * Processing customer registrations. |
| * Insure that the centre’s project progress on time and within budget.. |
| * Prepare annual plan and participate in the budget. |
| * Suggest priorities and priority change in project queue according to customer & market needs. |

***PERSONAL SKILLS***

*Advisory skills*

*Decision making*

*Negotiating*

*Attention to detail*

*Influencing skills*

*Multitasking*

***Project Section Manager  
GIAD Heavy Machinery Co. Ltd. (May 2009 – May 2011)***  
In charge of all operation pertaining planning, implementation & control of the company’s new projects including communicating & customers feedback.

***PROFESSIONAL SKILLS***

*Communication skills*

*Attention to detail*

*Influencing skills*

*Counseling*

*Decision making*

*Presentation Skills*

**Work duties**

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| * Supervise Project’s teams. * Receives & analyzes customer remarks and feedback concerning the technical aspects. * Process R&D ideas from factories, customers, users and management into mature projects. * Prepare project implementation plans and suggest team members. * Schedule projects according to annual plan, budget and priorities. |

***Heavy Machinery Assembly Factory Chief Engineer***

***GIAD Heavy Machinery Co. Ltd. (February 2008 – May 2009)***  
In charge of all the Technical aspect of assembly operations including process engineering, new line layout, line modification for new products or models and product customization from customer’s feedback.

**Work duties**

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| * Supervise line engineers. * Solve technical problems. * Member of any technical Quality circles pertaining the factory products. * Member of project team regarding R&D. |

Accomplish Fabrication of 50 railway wagons from CKD level

***OTHER SKILLS***

*Patience*

*Empathy*

***Engineer at the Commercial Directorate & foreign purchase manager***

***GIAD Heavy Machinery Co. Ltd. (January 2007 – January 2008)***  
In charge of technical support for both marketing and the procurement sections. Acting as the technical face of the company to the potential clients. Handle all procurement operation from offshore origins.

**Work duties**

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| * Review and specify specifications for purchase orders before contacting suppliers. * Communicate with existing foreign suppliers. * Arrange “KD”s and shipments. * Supervise shipping and delivery of purchased items. * Member of the annual committee for evaluating and selection of new suppliers. * Advisor and researcher for contracting with new foreign suppliers. * Prepare promotion presentations for clients. * Communicate with clients as sales engineer. * Acts as “PSSR” with key clients |

***Production line Engineer***

***GIAD Heavy Machinery Co. Ltd. (April 2006 – December 2006)***  
In charge of Technical work at the designated production line. Take part at the promotional events under supervision of the commercial directorate.

**Work duties**

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| * Solve technical problems. * Member of any technical Quality circles pertaining the line products. * Member of project team regarding R&D |

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| **KEY SKILLS AND COMPETENCIES  Customer service skills**   |  | | --- | | * Able to demonstrate a high standard of customer service. | | * Competent user of MS-Office (Word, Excel, Outlook) | | * Ability to act on own initiative. | | * Capable of following procedures and systematic processes. | | * Having a methodical and accurate approach to work activities. | | * Finding solutions to issues and problems. | | * Positive attitude, energetic approach and self-motivated. | | * Capable of influencing the opinions of customers. | | * Able to handle complaints, aggressive customers and difficult situations. | |

**Personal qualities**

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| * Team Player * Initiative * Intuitive * Fast Learner * Good Listener * Patient |

**ACADEMIC QUALIFICATIONS**

Khartoum University 1999 – 2004

B Sc. (Honors) Mechanical Engineering

Bashir Mohammed Saied Model Secondary School 1996 - 1999

Comboni Schools 1988 - 1996

**Training (Engineering):-**

| Period | Course/Training Title | Institution |
| --- | --- | --- |
| June 2002 | Railways basic Training | Sudan Railways Corporation – Atbara |
| August – October 2002 | Basic Training in NDT techniques | Sudan Airways – Khartoum Airport |
| October 2002 - February 2003 | Basic Training in Gas Turbines, Hydraulic & pneumatic sys. | Sudan Airways – Khartoum Airport |
| June 2003 | CNC Basic Training & Steam Turbines | KINANA Sugar Company – Sudan |
| May – June 2004 | AutoCAD 2D & 3D | University of Khartoum |
| October –  December 2007 | Programming of Hidenhien CNC  machines | Vitoria – Spain |
| November 2008 | Defense technology course | Held by Cranfield University (U K) at Amman - Jordan |
| Jun –Aug 2015 | Plastic Injection Molds Manufacturing operator (first Level) | BEKTO PRESISA - Bosnia |
| Aug – Sep 2010 | SolidWorks includes 3D modeling, Assembly, & Drafting | TAFRA Engineering Co. |

**Training (Management & Systems):-**

| Period | Course/Training Title | Institution |
| --- | --- | --- |
| February 2007 | Qualifying quality supervisors for ISO 9001:2000 | International center for quality – Khartoum – Sudan |
| April 2007 | Essential of HSE & Accidents Investigation | International center for quality – Khartoum – Sudan |
| August 2011 | Introduction to Management of R&D Innovative Projects | Alfa for Energy Environment & Engineering, Jordan |
| May 2012 | PMP® Exam Preparation Course | Faculty of mathematical Sciences training unit – U of K |
| July 2014 | MPM® Certified | American Academy for Project Management (AAPM) |
| Aug – Oct 2014 | Applied Marketing Management | SASU House Training Centre |
| Oct – Dec 2014 | B2B Marketing Management | SASU House Training Centre |
| Dec 2014 – Feb 2015 | Advance Marketing Strategy Management | SASU House Training Centre |
| Sep 2017 | CIM Award in Digital Strategy | Cambridge Marketing College – UK |
| CIM Award in Mastering Metrics | Cambridge Marketing College – UK |
| CIM Award in Strategic Marketing | Cambridge Marketing College – UK |
| Oct 2017 | EFQM Assessor  Training | European Foundation for Quality Management (EFQM) |
| April 2019 | Institutional Strategic Planning | Noon Center - Sudan |
| July 2019 | Finance for non-finance | British educational Institutes |

***CONTACT DETAILS***  
  
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**REFERENCES** – available on request

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