

OSSAMA HASSAN



📍 Dammam

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📅 22/08/1969

🌐 Egyptian

🚗 Yes

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PROFESSIONAL SUMMARY

Results-oriented Executive Director and regional sales director with 25+ years in the Electrical and Electronics industry. Expertise in problem-solving and improving customer satisfaction metrics. Strong organizational capabilities with a focus on prioritizing tasks and meeting team goals. Flexible in adapting to changing environments and willing to take on new challenges to ensure success.

SKILLS

- Cross-cultural awareness
- Clear communication
- Flexibility
- Dependable
- Organizational ability
- Team collaboration
- Motivated individual
- Team building
- Critical analysis
- Task prioritization
- Google Workspace
- Written communication
- Office administration
- Business expansion
- Contract administration
- Workforce management
- Strategic management
- Staff development
- Management expertise
- Customer service
- Business strategy development
- Routine management
- Operations management
- Client acquisition
- Collaborative deal-making

- Detail orientation
- Recruitment strategy
- Regulatory compliance
- Data collection and evaluation
- Contract management

WORK HISTORY

08/2023 - current Executive director

Asharqiyah cabels trading company - Dammam

- Devised competitive pricing strategies to enhance market positioning and drive customer acquisition.
- Optimised output efficiency through implementation of lean management practices.
- Negotiated high-value contracts to enhance profitability.

12/2019 - 07/2023 Showrooms Director

AKH AL ABDULKAREEM HOLDING - DAMMAM

- Assisted in daily operations by overseeing employee performance. Streamlined accounting procedures using modern software solutions. Supported staff development through orientation training and guidance. Contributed to marketing strategies that enhanced brand awareness. Negotiated with suppliers to lower costs and ensure stability. Addressed staff and client issues in an effective manner. Helped identify and resolve operational challenges impacting productivity. Oversaw daily tasks of a team of over 70 employees, encouraging them to meet objectives. Communicated with clients to strengthen relationships.

01/2018 - 11/2019 Executive Director

IBTE - DAMMAM

- Founder and managing partner for new small businesses and creat systems for managing, marketing, Designed sales and service strategies to improve revenue Developed standard operating procedures.Mentored staff to increase sales success and productivity.

09/2011 - 10/2017 Regional Sales Manager

Modern Oceans Co. - Jeddah-DAMMAM

- Led a sales team of +25 to achieve +150% of their sales targets within Increased year-on-year sales by +20%, implementing strategic business growth and retention initiatives.Shaped business direction.Drove business development by cultivating strong supplier relationships and executing benefit-oriented sales presentations to prospects.Exceeded sales goals and

improved profitability by developing sales strategies and business plans according to market trends.Saved costs by effectively negotiating vendor prices, terms of sales and service agreements.

01/2001 - 05/2011 Executive Director

BadrTech - Tanta

- Proactively identified and solved complex strategy problems that impact sales management and business direction.Optimised staff productivity by managing inter-team conflict resolution, yearly performance reviews, hiring and terminating processes, training initiatives, scheduling,Mentored staff to increase sales success and productivity.Designed sales and service strategies to improve revenue and retention.Developed standard operating procedures.Interpreted underlying risks, business needs, client requirements and cost structures to increase forecasting accuracy.Directed staffing requirements, managed priorities and coordinated workflows to uphold productivity objectives.Confidently communicated and negotiated high-profit deals and contracts with key stakeholders in global markets.Provided customers with outstanding service, extending relationships for future business opportunities.

05/1995 - 05/2000 Regional Sales Manager

Bolan Est - Dammam -Riyadh

LANGUAGES

English:

PERSONAL INFORMATION

- Nationality: Egyptian
- Date of birth: 22/08/1969

LANGUAGES

4,B2