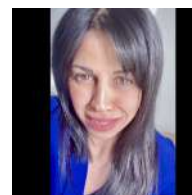


Wessam Hashad

GENERAL INFO

Full Name: Wessam Hashad
Date of Birth: 3rd of July 1985
Nationality: Egypt
Marital Status: Single
Location: Sheikh Zayed, Giza, Egypt



CONTACT INFO

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PROFESSIONAL EXPERIENCE

Feb 2019 to Nov 2023
(4 years and 9 months)

Sales manager (Industrial Projects) at NATCO group (Egyptian Kuwaiti foundry EKF).

Industry: Automotive, Construction - Industrial Facilities and Infrastructure, Manufacturing

Company Size: More than 1000 employees

- Responsible for the key link between sales, technical bid managers, legal teams and service sales teams in new wind project sales opportunities.
- Manage the client interface in legal and commercial terms.
- Analyze the customer's inquiry and tender, and communicate any clarification and deviation with the customer in a timely manner.
- Drive the completion of contract term sheets and contracts, ensuring that all commercial aspects of quotations are evaluated and approved in accordance with internal processes.
- Write business proposals, ensure the quality, completeness and professionalism of the proposals in terms of formal quotations and contract schedules.
- Participate in contract negotiation of the commercial part of the contract and be able to complete the transaction in a customer-friendly, efficient and professional manner.
- Actively promote the standardization, digitization and optimization of business solutions and contract schedules
- Hands over the contract to the commercial project management team and establishes a continuous corrective feedback circle. Provide leadership to the sales team.
- Motivate and encourages sales team to ensure quotas are met.
- Review and analyse sales and operational records and reports, determine profitability and targets, and identify potential new markets.
- Identify and analyse customer preferences to properly direct sales efforts.
- Assign territories and sets quotas for sales teams.
- Consult with potential customers to understand their misidentify and suggest equipment , products, or services that will meet those needs.
- Resolve customer complaints, staffing problems, and other issues that may interfere with efficient sales operations.
- Collaborate with executive leadership to develop sales quotas and strategies.
- Prepare sales budget; monitor and approve expenses.
- Act as company representative at trade association meetings.
- Perform other duties as assigned.

Dec 2013 to Feb 2019
(5 years and 2 months)

Business Development manager, & management rep. at Engineering for automotive trim parts (Aliaa Cairo, Egypt

Industry: Automotive. Company Size: 101-500 employees

- Represent the company in all decisions, events & communications.
- Studying the automotive interiors market.
- Catching the new projects & business.
- Developing the company system, & preparing for granting the quality certificates.
- Managing the supply chain process (logistics of import, W.H production, deliveries, customer satisfaction).
- Directing the shipments' clearance process in & out Egypt.
- Directing the payment process (either transferring or L.C).
- Manage the factory production plans.
- Supervising the plans achievements.
- Handling the customers' deliveries.
- Supervising the local & foreign purchasing.
- Handling the customer satisfaction reports.
- Managing the business development, Marketing of the products & sales of export, foreign & local purchasing process.
- directing the customers' requests & activities.
- Present the new product & market them in the automotive factories.
- Quoting the new requests.
- Updating & following the quotations.
- Report to the General manager.

Jun 2012 to Nov 2013
(1 year and 5 months)

Business development & operations manager at FitnessPro Cairo, Egypt

Industry: Sports. Company Size: 11-50 employees

Receive the customer P.O from sales Dept.

- Preparing & maintaing the purchasing orders.
- Contact with all suppliers to replace purchasing orders.
- Issuing all transffering & payments process.
- Handling all Logistics sytle starting from replacing orders, shipping, clearing shipments & receiving in W.H.
- Operating the W.H process.
- Studying sales records and inventory levels
- Arranging the orders Delivery & installations.
- Supervise the maintenance team schedule & visits.
- Direct inbound or outbound logistics operations, such as transportation or warehouse activities, safety performance, or logistics quality management.
- Arrange with customers the Delivery method.
- After sale service.
- Reporting to the managing director.

Jan 2008 to Jun 2012
(4 years and 5 months)

**Central planning & Purchasing Manager.. at MOBICA Holding
Cairo, Egypt**

Industry: Automotive. Company Size: More than 1000 employees

Managing and directing the planning team in following activities: Managing the foreign logistics of Imp. , Exp. , Production & procurements central planning as the following:

- Finding new suppliers for the required materials.
- Compare suppliers' offers to get the best.
- Negotiate with the suppliers to get the best price & services for the required material.
- Starting in purchasing procedures with the supplier, with coordinating the forecast of the required qty.
- Responsible for all the shipping and clearance procedures.
- Dealing with Financial issues & payment terms.
- Ending the financial issues.
- Manage all transport & shipping plans upon the needs of production plans .
- Control the shipping & deliveries activities under the logistics budget.
- Control the MRP (Material requirement planning) system of automotive factories.
- Marketing for the export sales.
- Pricing the products.
- Managing the export procedures.
- Responsible for running the MRP system.
- Responsible for all the automotive manufacturing plans.
- Value the factories production.

Oct 2006 to Jan 2008
(1 year and 3 months)

**Logistics account manager at Mobica Holding.
Cairo, Egypt**

Industry: Automotive. Company Size: More than 1000 employees

Putting the sales operation plans.

Issue the purchase order for our foreign supplier.

Following up the shipments from our foreign suppliers packing till arriving to our warehouses (including clearing, transportingK.etc).

Responsible for all the LCL shipments reports related to my projects.

Responsible for coordinate the shipments Documentations(L/C Doc, invoices, packing lists, Origin certificates,Ketc)

Following up the assembly process and production till arriving the product to our customer warehouses.

Following up with any claims or problems in the shipments.

Putting the cost control values related to my accounts.

Ending the financial issues with our customer (including the quotation of product, payment, etcKK..)

Apr 2006 to Sep 2006
(5 months)

**Logistics excutive at Area PC.
Cairo, Egypt**

Industry: Computer Software. Company Size: 101-500 employees

manage an account of logistics.

follow the shipping issues.

look for new suppliers.

EDUCATION

2020 - 2023 **DBA (Research in Lean manufacturing and cost effect.) in (Major Business administration).**
Cairo University (CU), Egypt
Overall Grade: Excellent

2010 - 2012 **MBA in Business Adminstration.**
., Egypt
Overall Grade: Excellent
Studied Subjects: Lean Manufacturing, Supply Chain Management.

- 2008 - 2009 **College Diploma in Supply chain managment SCCP**
 American University in Cairo (AUC), Egypt
 Overall Grade: Good
 Studied Subjects: Supply chain managment
- 2002 - 2006 **Arts, oriental languages in Oriental Languages**
 Cairo University (CU), Egypt
 Overall Grade: Good
 Studied Subjects: Hebrew
- 2001 **Other**
 Orman, Egypt
 Overall Grade: Very Good

CERTIFICATES AND TRAININGS

- Oct 2023 **Digital transformation.**
- Feb 2023 **Costing and Pricing**
- Nov 2022 **Certified International professional trainer certificate CIPT**
- Oct 2019 **The Market intelligence tools and techniques**
- Jul 2019 **Methodology for scouting and raising innovation and internationalization**
- Jul 2019 **Introduction to intellectual property**
- Apr 2019 **Business Opportunity mapping**
- Mar 2019 **CSR for Engineering**
- May 2018 **International purchasing & supply chain management programme**
- Sep 2010 **Goods Inspection** at Chenzo Steel, China
- Jun 2010 **TOEFL** (Score: 500 out of 500)
- Jul 2008 **transporting planing** at Autobar, India
- Dec 2007 **SAP** at TAC
 applying SAP system on supply chain
- Apr 2006 **Basics of SCM**

LANGUAGES

- Arabic and English: Fluent.
- German: Intermediate.

SKILLS

- Advanced in Export Development and Certified Supply Chain Professional.

AREAS OF EXPERTISE

- Advanced in Business Development and Sales Field.