

The Positive attitude is an essential element for success

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Dubai - UAE

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General Manager (Resume) Abdulla Ibrahim Aboud

Business Developer - Strategic Marketing - Management Consultant

❖ **CAREER OBJECTIVE / EXPERIENCES SUMMARY:**

- A Multifaceted, dedicated and diligent, self-motivated (general manager) with a broad business experience and qualifications within the management's arena in UAE and GCC countries. Keys emphases are on Business Expansion, Strategic Marketing, Sales, Financial Supervision and Projects planning, in parallel with methodological control on Logistics, Vendor Management, Productions and their operations - of Wholesale, B.2.B and Retail Roles. As well as obtained a previous skilled proficiency in the Industry of Home & Office Furniture, Interiors, Home Textiles, Carpets, Floor & Wall Covering and Projects fit out.
- Willing to excel in a strategic role within an organization where I am able to both positively impact the company and realize my full potential. Function at a strategic role within a progressive organization and where I am able to impact development and success of the company. Inspiring leader with an excellent interpersonal skills and ability to deal with cross-cultural communications, combined with strong business acumen beside Intellectual ability and Humility.

❖ **KEY SKILLS / AREAS OF EXPERTISE:**

- Strategic Planning Management - Increase Profitability - Crisis Management - Business Strategy Development - Proposal Development - P & L / Fiscal Management - Market Analysis - Budget Planning & Cost Control - Negotiations and Deal Structuring - Project Management & Planning - Quality Control Assurance - Formulate Policies & Procedures - Project Leadership - Team Building - Sales Training - Problems Resolving – **fourYears of experience in procurement, Supply Chain Department** - H R supervision.

CAREER SNAPSHOT		
Date	Position	Company
Dec 2009 to Present	Marketing & Management Consultant	Management Consultants (Freelance)
Oct 2007 to Nov 2009	Office Furniture and Facilities Senior Buyer	Du Telecom Company
Apr 2005 to Sep 2007	Sales & Marketing Manager, Office Furniture	Lifco Group, Ottimo Factory
Nov 1999 to Mar 2005	General Manager, Wholesale, Home Textile	Al Nassaj Textiles Trading
Jul 1996 to Oct 1999	Marketing Manager – Carpets Department	Marlin Furniture, Arenco Group
Oct 1989 to Jun 1996	Department Sales Manager, Retail / Wholesale	Mostafawi Est. Carpets and Curtains
Mar 1986 to Sept 1989	Senior Sales Executive, Wholesale and Projects	Sedar Group of Companies

❖ **ACHIEVEMENT - RECOMMENDATION - REFERENCES:**

- **IN-HOUSE TRAINING DEPARTMENT:**

A Specific assignment by the Top management in "Hamsho Group of Companies, where I had launch, manage and accomplish training Department within three months timeframe includes Issuing sets of documents and procedures, defining training needs, outsource, negotiate and signed several training contracts. Created and activated a newsletter emails given name (Training 4.U), finding equipping an appropriate training Hall, also I have participated in Sales training, appointed a Training Manager and then I handover to operations.

▪ **PROJECT ACCOMPLISHMENT WITHIN CRITICAL TIME:**

During highly challenging time of the du Telecom Company, at launch time and start-up their operations, I have procured entire office furniture and equipment's at that period, for all HQs offices and GSM Retail Outlets, the process included managing, communicating, outsourcing and importing the goods from Europe. The procedures consisted from Purchase Requisitions, Finance Approval and P.O issuance on ORACLE Purchasing Module. All the stages plus delivery, fitting and handover to operation management was completed within a Remarkable and outstanding timeline alongside high quality products.

▪ **RECOMMENDATION:**

As Result, I receive from the Senior Projects Manager in supply chain a Professional Performance Recommendation describes the implemented works and positive Attitude I have performed at that time.

▪ **REFERENCES:**

Contacts details of recognized individuals are available upon request.

❖ **EDUCATION: (2006 to 2008)**

DESCRIPTIONS OF EDUCATIONAL PROGRAMS

▪ **CBP™:Certified Business Professional** is comprehensive programs of higher diploma degree, affiliated to the "**International Business Training Association**"(IBTA, U.S.A.).

▪ I have attended, all baseline and major seminars includes specialization subject in PROJECTS MANAGEMENT (2006, 2007 and completed in 2008) in New Horizon and Computer College, Dubai. The Completion of all below mentioned courses, requirements, evaluation and exams are equivalent to a Bachelor Degree in business administration.

- **(Project Management) " Professional Master Executive"**
- **(Sales Management) "Professional Executive"**
- **(Business Communication Management) "Professional Executive"**
- **(Customer Service Management) " Professional Executive"**
- **(Leadership Management) "Professional"**
- **(Business Etiquette Management) "Professional"**

❖ **AWARDS:**

- Master Executive: Specialization, Credential Certification, CBP, IBTA
- Executive: Professional, Credential Certification, CBP, IBTA
- Appreciation Certificate: Accomplishment of entire Examinations, CBP, IBTA
- Attendees Certificates: of entire Programs, CBP, IBTA

❖ **MEMBERSHIP:**

- International Business Training Association, IBTA / CBP - U.S.A,
- Official website links - <http://www.ibta-arabia.com/Cbp/>

❖ **CERTIFIED COURSES & QUALIFICATIONS:**

(1994 - 1995) BRAIN POWER INSTITUTE, DUBAI:

- **Essentials of Marketing Management - Accredited & Attested certificate.**
- **Sales Management**
- Motivational Selling
- Time Management

(2010) SHUA'A EL SHAM DEVELOPMENT, TRAINING & CONSULTING CENTRE

- **Sales Management Services Products**
- **Logistic Management Comprehensive Courses includes**
- **Essentials of supply chain principles**

(2002) COMPUTER COLLEGE, DUBAI

- Windows, Office, Outlook and Web / Internet Browsing plus 12 years of experience

(2009) FIRST SECURITY GROUP, AT DU TELECOMMUNICATIONS

- Risk assessment Part 1 and Part 2
- Fire Marshal
- First aid

❖ **TRAININGS - HANDS-ON AND EXPERIENCE:**

(2007) to (2009) at du Telecommunications

- **(Oracle E-Business Suite application – Purchasing Model)**, for two year I had day to day working experience procurement process of the purchased products from PR to PO stages.

(2009) LEADER NET PLUS MANAGEMENT & TRAINING, DUBAI

- Presentation and Public Speaking training (25 hours)

❖ **PERSONAL INFORMATION:**

- ✓ (Languages; English - Arabic, Outstanding, W, R, S) (Nationality Syrian)
- ✓ (Residency Visa, Dubai, Transferable) (Marital Status Married)
- ✓ (Driving License Dubai UAE) (Gender Male)
- **Detailed practical working experiences are ready, and will be provided upon request.**
- **Supporting documents of the above stated statements will be provided on request.**

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End of the summary CV Thanks and Appreciate Your Time Abdulla Ibrahim Aboud

DETAILED WORKING EXPERIENCES,

Marketing and Management Consultant: - Dec, 2009 to Present - (Dubai, Sharjah, Al Ain)

At {Freelance} Management consultants - Business Development

- Creating / developing new departments for existed Companies in Home and Office furnishings arena, in a profession where I have been worked for a long time and obtained a large number of contacts and wide customer portfolio in UAE marketplace.
- Undertakings implements on a base of limited timeframe arrangements for (wholesale and / or retail) companies, includes studying the economic feasibility, setting process, procedure and documentations, starting operational, separating, distinguishing, between retail and wholesale roles besides sales training. (DOCUMENTS AVAILABLE UPON REQUEST).

Office Furniture and Facilities Senior Buyer: - Oct, 2007 to Nov, 2009.

At Emirates Integrated Telecommunications Company (Du) Dubai.

- I worked as an office furniture and facilities senior buyer, and I was reporting to vice president.
- Responsible to procure, facilitate and process all the office furniture contracts and their accessories.
- Conduct tenders, selects suppliers, negotiate best prices and service level agreement with the contractors of office furniture and Fit-out projects for offices and retail space.
- Handle facility management budget in excess of 110 million A.E.D. giving a bottom line, savings of (12) million A.E.D to the company.
- Facilitate documents and gets approval to the shippers for clearance of the consignment.
- Trail the fuel (diesel) for the generators with mechanical maintenance contractors, negotiates (S.L.A) service levels agreements, conduct -tenders selects suppliers with best prices.
- Manage lease contracts for all office space of du across U.A.E.
- Track the consignment with the shippers / suppliers to ensure arrives of goods within agreed timeline.
- Facilitate implementation of the training of (H.S.E) health & safety environment.
- I was promoted as retail shop manager in May 2009.
- **Recommendation:** I EARNED ACCOMPLISHMENT RECOMMENDATION AND WILL BE PROVIDED UPON REQUEST.
- **Clarification:** I RESIGN IN NOV (2009) RESIGNATION CERTIFICATE GIVES BY HR DEPT., SUPPORTING DOCUMENTS AND REFERENCES WILL BE PROVIDED ON REQUEST.

Sales and Marketing Manager: - Apr 2005 to Sep 2007. At OTTIMO Office Furniture Manufacturing Factory (LIFCO Group, Dubai)

- I worked as a Sales & Marketing Manager, and I was reporting the Managing Director.
- I was Responsible for Sales budget of total Dirhams 13 million per annum.
- Increase sales up to 45% in the first 6 months.
- Expand Business, market place into Oman market.
- Establish key accounts, developing customer service.
- Improve product and quality assurance.
- Launch product pricing, strategies, sales promotion and discount schemes.
- Lead market research, competitors benchmarking.
- Training sales team to improving customer relation.

General Manager: - Nov 1999 to Mar 2005. At Al Nassaj Textiles Trading L.L.C, Dubai

- I worked as a General Manager, and I was reporting to Board of Directors.
- Built the whole company from ground zero and employed (16) employees.
- Serve approximately, 370 customers in UAE and GCC countries.

- Annual turnover of UAE Dirhams average 4.6 million.
- Establish the supply chain of importing textiles from Europe, Belgium, Spain, and Germany.
- Obtain a solo Agent of GAROTEX Textiles from Germany for UAE and GCC, markets.
- Represent the local and international fairs in (Dubai Index) and (Frankfort, MESA as exhibitor).
- Develop relation with suppliers, manufacturers' sources, and attend related events.
- Maintaining key accounts and expand UAE GCC markets.
- Warehouse was hired in a considerate location to enable efficient supply chain operations.
- Prepared the warehouse from ZERO and equipped it with safest storage system.
- Provide the company with computerized systems, updated applications, alongside training.
- Track market demand and monitor fast moving goods to maintain efficient inventory level.
- Negotiate mode of shipment and verifying Inco-Terms (FOB - C & F – CIF – DAF, etc.).
- Issuing bank LCs and negotiate consignments mode, terms and conditions.
- Supervision and control finance department and puts the credits payments criteria.
- Follow up receivable on daily basis, authorizing payable commitments.
- Supervision follows up recruitment and training processes.

Marketing Manager - Carpet Department: - Jul 1996 to Oct 1999.

At Marlin Furniture (ARENCO Group) Dubai

- I worked as Marketing Manager and I was reporting to General Manager.
- Launch the BRAND of new carpets (BELGOTEX) in UAE markets.
- I had started carpet department within Marlin furniture.
- Serve 150 customers around UAE market within the first six months.
- Annual turnover was reaches of USD 2.1 million.
- I manage and supervision interior flooring projects.
- Implement comprehensive markets researches and forecasts of carpets field.
- Negotiate prices, terms of Bank LCs with the Carpets suppliers in South Africa.
- I hire and prepares and opening new Marlin branch in SHARJAH includes Carpet department.
- Implement and plan the purchasing annual budgets.

Sales Manager, Retail and Wholesale Department: - Oct 1989 to Jun 1996.

At Mostafawi Est. L.L.C for Carpets and Curtains - Dubai

- I worked as Department Manager (Retail & Wholesales) and I was reporting to the chairman. The company were mainly founded and established as retailer showrooms a long time ago. Wholesale activities were just started.
- My assignment was to expand wholesale department by the upper management.
- Bring wholesale department to a new business dimension.
- Decide credits limit of wholesales customers, each case separately based on customer evaluation.
- Place the procedure, terms and conditions of credits payment.
- Follow up collection of cash invoices on daily basis with the Sales Team.
- Create an efficient logistic method to service the retailers at time.
- Regularly Carry out a Sales Training sessions.
- Facilitates and execute required Tools for the sales team.
- Carry out marketing research.
- Expand all UAE markets gradually and stability.
- Raise reports to upper management, prices benchmark, competitor and market demand.
- Alert export department about fast moving items.

- Manage, organize, and improve Re displaying, entirely the furniture in the showroom.

Senior Sales Executive, Wholesales and projects: - Mar 1986 to Sept 1989

At (SEDAR Group of Companies), Sharjah

- I worked as a Wholesale project Executive and I was reporting to Department Manager.
- Manage (B2B) Indoor and Outdoor activities.
- Visits key account customers regularly.
- Follow-up potential projects.
- Approved and Track the entire Sales process.
- Supervision and tracks delivery with products quality assurance.
- Track projects life-cycle until closing stage.
- Control outstanding payments (Monthly Statements of Accounts).
- Define develop credit facility based on evaluation scheme for the Retailers Customer.