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# **Hany**

# **E-mail :** [**hany.336216@2freemail.com**](mailto:hany.336216@2freemail.com)

**Career Objective**

Seeking to be an effective catalyst in enhancing organizational growth, building and fortifying brand equity and creating profit-spinning units in the Facilities Management-Hard services/Soft services as facilities and property manager cum General Manager.

**Executive Synopsis**

* Resourceful business manager with 22 years of rich experience in business development, marketing, Quality Controller and operation in the UAE and Egypt delivering consistently outstanding performances.
* Extensive leadership experience in the field of facility management (Hard & soft services), utilities, F&B and contract execution.
* Adept in developing and implementing strategies realizing all predefined objectives aligned to corporate goals.
* Well versed in building and sustaining robust relations with key decision makers of all stakeholders.
* Manage all aspects of the supply chain.
* Proven capabilities of building, leading, mentoring and motivating teams eliciting superior results.
* Estimation & bidding for new project proposals & tenders.

# **Professional. Experience**

**General Manager**

**Advanced Environmental Seveces (part of Bin Butti International Holding ) Abu Dhabi. UAE. (May 2009 to Present)**

Responsible for the establishment, activity kick -off and the overall growth of the Company since its inception in 2009.

At the end of year 2015 the Company reported a record turnover of 60 million AED, with more than 1,500 staff employed.

- Preparing work plans to accomplish a proper and accurate work and job endorsement for the assigned staff.

- Responsible for handling Companies equipment specially for the vehicles and machines being used for operation.

- Set the plans needed to accomplish the customer’s contract.

- Prepare the needed training for the all staff (Coordinators, Supervisors, Team leaders, drivers, helpers, cleaners) to improve their skills.

- Associate with the workshop manager to make the service and maintenance plan for the trucks and equipments.

- Prepare the manpower, equipments figures required for the future plans.

- Adjust the yearly operation financial plan to achieve set profits as per the company general budget.

- Manage and ensure performance of the Division as the profit center

- Grow and develop the existing businesses and market while striving to increase the customer base and achieve sales.

- Evaluate the cots and benefits of all new ideas and initiatives to ensure that resources are appropriately directed and keep the business ahead of its competitors.

- Maintain add on quality, health, safety and environment standards such as ISO certificates.

- Ensure customers for adequate good quality standard of work is being applied and maintaining good relation .

- Ensure that the safety standards are followed as per the governments standards.

- Prepares peripherals and materials for company product / service which will be used for meeting demonstration.

- Handles customer complaints and arrange for necessary action to solve the problem.

- Manage and supervise staff by giving them instructions and training for the assigned task.

- Arrange and organize a correct set up of schedules such as delivery, installation for all services that has being approved and accept by customers.

- Review of periodical reports from the support departments.

- Conduct set meetings with Operation Mangers and client.

**Major Projects:**

Abu Dhabi Chambers, Abu Dhabi Muncipality Main Building, Abu Dhabi Muncipality External Building(31 Locations), Abu Dhabi Food Control Authority, Abu Dhabi Farmers Services Centre (49 locations), Emirates Nuclear Energy Complex, Al Ruwais, Higher Colleges of Technologies, throughout UAE (18 Branches), NMC Royal Hospital, NMC Bright Point hospital, Jumeirah hotel Abu Dhabi, Hilton Hotel Abu Dhabi, Crown Plaza Hotel Abu Dhabi, Al Karama Villas Compound, Al Reef Villas Compound, Al Reef Downtown, YAS Mall, Khalidiya Mall, Capital Mall, Al Waha Land (Industries), and Mojumaat Labor City (30,000 Population),.

**Facilities Support Manager**

**Advanced Facility Managment (part of Bin Butti International Holding) Abu Dhabi. UAE (May 2009 To September 2012)**

* Operations expert with experience in Facilities Management, property & asset management, specialized MEP jobs, Health & Safety, Sustainability / Energy management, security systems, Procurement, commercial catering operations, commercial laundry operations,Cleanin,leasing , Waste management & recycling etc  
    
  Experience also includes project design, execution / take over, operations, budget / cost control, better utilization of human resources, tender / commercial bidding & so on.
* Directly manager central laundry (52 tons capacity per day)
* **City Manager** at Mojumaat Workers City (member of Bin Buti International Holding) with 30,000 bed space capacity and a consolidated annual turnover of 180 million AED The property includes 24 residential buildings, central kitchen (30,000 pax / day), central laundry(40 tons / day), shopping mall, hospital, recreation Centre, Masjid, landscaping, roads, public lighting systems etc.
* Invoved in tender preparation and submission for Government and private entities

**Commercial Manager**

**Onyx Gulf Company, Abu Dhabi, UAE**

**(July 2007 - April 2009 )**

* Estimation & bidding for new project proposals & tenders
* Looking for new Contract through Proposed Company Product / Services Offered to prospective clients like Commercial and Industrial Establishment, Private Villas, Malls, and Big Office and Hotel Buildings, in the field of Waste Management Technique, Waste Collection and Cleaning services.
* Manage the flow of Commercial Business from administration paper documentation, to field work presentation.
* Preparing work plans to accomplish a proper and accurate work and job endorsement for the assigned staff.
* Responsible for handling Companies equipment specially for the vehicles and machines being used for operation.
* Ensure customers for adequate good quality standard of work is being applied and maintening good relation .
* Prepares pheripherals and materials for company product / service which will be used for meeting demonstration.
* Handles customer complaints and arrange for neccessary action to solve the problem.
* Manage and supervise staff by giving them instructions and trainings for the assigned task.
* Arrange and organize a correct set up of schedules such as delivery, installation for all services that has being approved and accept by customers.

**Senior Supervisor (Area Incharge)**

**Onyx Gulf Company.**

**Abu Dhabi, Emirates ( August 2005 - June 2007)**

* Senior supervision responsible of 3 supervisors and 4 team leaders 250 Labors in the sweeping section in operation department.
* Handling operation of mechanical sweeping vehicles
* Preparing work plans for the sweeping departments
* Determining roots for Mechanical sweeping and labors distribution maps for manual sweeping in Abu Dhabi City.
* Handling complains and penalties coming from Abu Dhabi municipality responsible.

**Project: Quality Controller**

**Onyx Gulf Alexandria Egypt (June 2004- July 2005)**

* Inspection over various equipment and cleaning vehicles in three **ONYX** workshops.
* Inspection over three **ONYX** factories for fertilizers.
* working on Map Info program determining the limit and
* Best circuits forcollect vehicles.
* Assisting in 2doing studies for the company to open new
* Projects.
* preparing the technical offer and contract for the waste
* treatment project for zagazig
* Quality Control Manager for 6 composite factories
* Quality control In - Charge for the Landfill , Burj al Arab, Alexandria
* Quality Control for Cleaning & Waste management operation
* **Since (Apr. 2000) To June 2004**

Firm: ABB SUSA Inc.

Project: Design/Built Expansion & Modification of Waste Water Treatment, Pumping and Support Facilities in (100 Million $).in Alexandria, Egypt for four  years (2000:2004)

* Adminstration departement and filling system.
* Surveyor working with level and total station.
* **Since (Feb. 2000)**

Project: Alghad Association (Neighborhood Friends) for culture development to raise educational adequacy. (Evening part-time) for five years (2000:2005)

Firm: Jésuits, Alexandria Egypt .

* Working as a surveyor at C.G. company for trading and contracting for8 months (2000).
* Geography Teacher.
* Head of the warehouse of foodstuffs company ARMA, Assiout (1999).
* Representative of commercial sales ARMA of (F&B company)for one year, Assiout (1998).
* Representative of TEKNO FARMA company for medical supplies and cosmetics for one year (1997).
* Sales Representative in EL SAIED company for one year and six months (1995-1996).
* Survey Training Course (1995).
* Store incharge in SAVAMA company for manufacturing artificial flowers for 11 months (1994-1995).

**Additional Information**

Date of Birth : 28-06-1975

Languages : Arabic (Native Language).

English (very Good).

Hindi (Fair Speaking)

Holder of a valid driving license in Egypt

Holder of a valid driving license in U.A.E.

**Certification & Training**

* [](https://www.google.ae/url?url=http://www.medical-colleges.net/college/warnborough.htm&rct=j&sa=U&ei=dRrJUtnAEqTy0gX5soD4DA&ved=0CCsQ9QEwAQ&q=warnborough+college+logos&usg=AFQjCNEc1LIvLoU4v98RatWXfGtfK1GghQ)MBA Mini Master certificate at Warnborough university from UK.(2013)
* Bachelor of Arts from Alexandria University on 1998
* Training course certificate from STE: (Science and Technology Engineering centre)

In Total station sokkia power set 3010.

- Autocad 2000 2D.

- Survey Training Course (1996).

REFERENCES AND CERTIFICATES WILL BE PROVIDED UPON REQUEST