**Kamal**

**Citizenship: Sudanese ▪ Date of birth: Aug 1968**

**Kamal.353600@2freemail.com**

**Key Skills**

 Excellent interpersonal skills plus the ability as an overseer to establish and maintain effective working relations in a multi-cultural, multi-ethnic environment specially in business management , business expansion and investments start-up , new markets ,financial excellent ,customers

Excellence ,people excellence ,process excellence plus intensive experience in areas that suffers from wars and lack of security as well as other situations that require extreme care to survive in with sensitive and respect for diversity.

|  |  |  |  |
| --- | --- | --- | --- |
| Business development ,Financial management ,Computer literate in Microsoft office program Agriculture development Agribusiness expert ,Private equity and investment development, Food and beverages, Fields operations Management, Monitoring and Evaluation, Human resources, Sales management,B2B/B2C Global Development, learning Developing ,Research & Planning Projects Management PR ,CSR ,International Trade & Development , Consumer goods Export-Import (FMCG) Logistics Supply Chain &Procurements Countries Development Programs Volunteer , Independent business consultant & Advisor | . | Experience from land travelling between Sudan-Ethiopia – Somalia – Kenya, Tanzania, Djibouti boarders and operating in different parts of east, north, sub-Saharan and central Africa.Based in Ethiopia for the last 18 year’s.Fast learner and Ability to perform with minimal direct supervision and under pressure to tight deadlines.The ability to deal with the complicated different nations Leadership and pack office skills, Excellent communication skills, business network.Extra knowledge of African markets.  | Languages skills Fluent in English, Native Arabic. Can speak Fluent Amharic (Ethiopian). Partially speaking Somali and Oromo (sub-languages in Ethiopia).Swahili beginner and some other East African languages. |

**Education**

|  |  |
| --- | --- |
| **1989 to 1993****1994 to 1997****2015 to 2017** | Omdurman Ahlia University, Faculty of Economics and Administration Sciences.(BSc. Economic Faculty/Business Administration/Financial Accounting), Very Good/GPA 3.ACCT Computer Science, Computer Science / Microsoft office system Excel. School Of Management, Sudan University / Master of Global Development Management (Current). |

**Work Experience**

**African Development & Consulting Firm (Sabina Group)/B.R.Star ltd, East Africa**

**Regional Director/Business Expansion Development – Full time 2014-2016**

 -Business consulting and financial management

-Milk processing project operations management

-Learning and develop management

-Agrichemical recourses development operations (Export, Import, Supply)

-Agriculture, Agribusiness and Livestock development Ethiopia, Kenya and Sudan

-Business expansion development strategies and planning

-Participations in international & local tenders

-Food and Beverages ,Sales and marketing, Export management

-Supply Chain & Procurement management

<https://www.africandevelopmentfirm.com>

<http://www.sabinagroup.com>

<https://www.investinethiopia.com>

**Dal Group Co , Group Rep**

**Regional Manager, East Africa/Ethiopia**

**Full time 2010-2014**

-Regional business development (FMCG), Agriculture, Agribusiness, Engineering

-Corporate and public relations, Agro industries projects development

-Strategic planning and marketing research

-Projects management (Agriculture Heavy Machines Industries)

-Consulting, research, private equity expansion Ethiopia, Kenya, Tanzania, Djibouti

-Milk processing development and trade Ethiopia

-Foods manufacturing, Export, Sales, marketing & distribution operations management

-Supply chain and Procurements, Participations in International & local tenders

 <https://www.dalgroup.com>

<https://www.sayga.com>

<http://www.capo.com>

<https://www.dalengineering.com>

**Halal Holding Group, Country Manager/COO, Ethiopia Full time 2005-2010**

-Financial management, Human Resources

-Agribusiness/Fertilizers trade and distributions, Livestock development management

-FMCG, Milk processing and trade

-Agriculture Project establishment operations management

-Greenfield operations management

-Distribution & Export operations management

-International trade development, tenders and supply chain management

<https://www.halalgroup.com>

|  |
| --- |
| **My Logistics General Trading/ Investments PLC , Ethiopia****Manager Director ,Full time 2001-2005** |
| -Business consulting & strategic planning -Developing countries and healthcare projects -Humanitarian programs support duties -Infrastructure projects(Agent of International Structure Steel constructions, East Africa)-Consumer goods , Export and Import-Water recourses development and refugees camps operations (non-profit , Afar and South region) -Agriculture and Agribusiness industries projects start-up -Agriculture materials trade (Tenders, Import and export) -Supply chain & procurements-Export Livestock, Milk processing , Seeds & Grains , (FMCG)<https://www.humandignityfund.org> <https://www.adra.org> <https://www.investinethiopia.com> <https://www.internationalstructure.com>  |

|  |  |
| --- | --- |
| **Mepha / Janssen-Cilag - Dr.Nabil Pharmaceutical**  |  |
| **Business development / Sales & Marketing Manager****Full time 1994-2001** |  |
| - Duties in the scientific department of the company that’s look for areas affected by Cholera, Malaria & Typhoid (Sudan/South Sudan/Dar-four).-Pharmaceuticals manufacturing and trade - Financial management, Scientific office support - Healthcare projects ,Sales & Marketing development management - Distribution system management- South Sudan business development manager & Sales representative - East Africa business development manager & Sales representative- Member of Board , 1999-2001<https://www.mepha.com> <https://www.janssencilag.com>  |

**Other training**

|  |  |
| --- | --- |
| **UN Volunteer at RASSO Relief & ADRA Organizations** | Providing humanitarian aid such as water recourses development, healthcare centers. Schools in Ethiopia, Somalia region and south of Ethiopia. <https://www.adra.org>  |
| **East Africa Representative of TUPOSIDER S.P.A Co. (Torino** **236, 14100 ASTI – Italy).****Stormmashina/Samara Sales and Marketing business development East Africa / Rep.** | Specializing in steels construction, steel bridges, Electric materials ,construction materials and drills wells for drinking and irrigation system development covering five countries; Ethiopia, Somalia, Djibouti, Sudan and Yemen <https://www.tubosider.com><https://www.internationalstructure.uk.com> <https://www.stormmashina.com>  |
| **Private Business** | Beginning my own business Agriculture project, Import and Export, livestock trading (Animal, seeds & other materials)Legal License in Agriculture and Livestock development, Milk processing & Meat processing in south and east EthiopiaHuman Dignity Fund Private Charity / CSR Business License in Construction Machinery Rentals (Building bridges & roads) Eth.Membership in Executives In Africa.  |

**References**

Available on request.