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| Ziyad  [Ziyad.363883@2freemail.com](mailto:Ziyad.363883@2freemail.com) | | | | | | | | | |
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| |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | **Educational Attainment** | | | | | | | Degree | Field | | Grade | University | Country | | Bachelor | Agriculture science | | Good | UAE | UAE | |  | | | | | | | **Languages** | | | | | | | English | | Very Good | | | | | Arabic | | Mother tongue | | | | |  | | | | | |   **Personal skills and responsibility:**   1. **Exploring market requirements and changes (Market studies).** 2. **Do working plan and forecasting base on availability recourses and developments requirements.(yearly working plan and budgeting) .** 3. **Base on above can plan for procure needed.** 4. **Good knowledge and experience of horticulture machineries and municipal use.** 5. **Project management.** 6. **Read and analyze company finance reports to M D .** 7. **Leadership teamwork .** 8. **Mentoring and coaching for team.** 9. **Negotiating skills .** 10. **Market planning.** 11. **Computer knowledge .** 12. **Good follow up.** | | | | | | | | | |
| **Professional Experience** | | | | | | | | | |
| Date | From | | 10/1987 | | To | 2006 | Country | | **United Arab Emirates , Iran and Oman** |
| Employed with | | Agriculture Materials Co | | | | | | | |
| Sector | | Trading | | Industry | | | | Location | |
| Job Function | | **Country Manager** | | Sales and Marketing Agriculture Inputs and projects. | | | | Dubai , Al Ain , Muscat and Tehran | |
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| Brief Job Description | | **Country Manager Oman, UAE and Iran , responsible for marketing agriculture inputs promoting and develop sale of pesticides , Vegetable and flower Seeds , Fertilizers and irrigation ,business growth, profitability. Structuring company teamwork, prepare working plan (with Team) based on our recourses, expectation, forecasting, and monitoring the achievements correcting error and push the positives.**  **Supervise and develop company farm as a model farm in the region.**  **Develop project section, awarding company projects, tenders to provide services and product. For both government and privet sector.**  **Prepare and share in field days introducing to farmers new products** plant protection items , flower and vegetable seeds , machinery , soil conditioners ,fertilizers / natural and biological pesticides , with other landscape solutions .  Design and built fully automated the main / central nursery to Dubai Municipality at Al Warsan: full automated seeding and transplanting planting systems. Operation / production. | | | | | | | |
| Campaigns | | Prepared locally several product launches to the market and seminars with key persons gathering together to give the full details on those new products | | | | | | | |
| Travels and activities | | 1. Several attending to field days in Jordan to visit screening station prepared by seeds co. we representing like Petoseeds , Asgrow , Hollar , Clause , Dhanfeldts. 2. Attend a seminar for technical and market skills with SANDOZ in Rhodes Greek 1994. 3. Training for 2 weeks in USA by seeds companies 1998 ( Petoseed , Asgrow California and Hollar Colorado). 4. Visit Italy in 2000 for agriculture equipment’s exhibition as I have a good experience in mechanical equipment for agriculture use, municipality use for services and pest control use. 5. Travel to Holland to visit Visser with a team of Dubai Municipality / horticulture department to show automated nursery equipment’s / for their project as I prepared all related technical studies to switch to automation system for nursery and to improve the use of potting soil with that system. 6. Visiting Iran several times to supervise company branch. | | | | | | | |
| |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | | Date | From | | 2007 | To | 2008 | Country | UAE | | Employed with | | Villa Viva Establishment / Commercial Manager & project management | | | | | | | Brief Job Profile | | Design and built fully automated the main / central nursery to Dubai Municipality at Al Warsan: full automated seeding and transplanting planting systems 35 Hectare contain of special type of greenhouse unit , shade area , fully computerized control systems , supplied environment controlled Greenhouse , marketing and introducing new flower seeds . trays , growing media , growing containers . production capacity of 40 million seasonal flower plants , trees , shrubs and indoor plants to produce within programmed agenda . prepared and supplied systems from (VISSER , Van der Hooven , Hortimax Holland )and Filclare France  Provide and share with consulting studies for water managements solutions for NAKHEEL and Dubai municipality sewage treatment plant to reduce hazardous release to air and soil . | | | | | |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | | Date | From | | 5/2009 | To | 11/2011 | Country | UAE | | Employed with | | Maunsell / DMJM Al Ain Landscape Project Management | | | | | | | Brief Job Profile | | Project manager for project C9 landscape in Al Ain City , responsible to implement the terms and condition in contract between contractor and the client Al Ain Municipality , supervising the contractor maintenance and operation , also to execute the new zones landscape projects. | | | | | |   Project management, Landscape - Horticulture Contract Manager at Eastern sector with Al Ain Municipality contract No. 9 working with DMJM International / AECOM Middle East.  **Duties and responsibilities**  Joined with EACOM Middle East on May 2009 to as contract manager for  C9 project outsourcing work of operation, development and maintenance.  My duties are split to two main responsibility :  First: ( Maintenance at site ) observe , monitor , insure that contractor comply with contract terms and tasks doing all what needed to keep all the zones as excellent as possible with safety and smooth operation methods.  Second: (Improvement) coordinate with the core team and client to provide studies , proposals , cost estimate for improving / develop new locations or existed sites , till execution as scheduled program . Introduce new landscape concepts.   1. Oversees establishment of project execution plan , health and safety plan, Quality control and other documentation related. 2. Plans , direct , supervises and controls the execution of all business , technical , fiscal and administrative of functions of the assigned project tasks. 3. Monitors and report to management on the progress of all project activity within the program , including significant milestones and any conditions which affect project cost or schedule 4. Work with key project individual to devise and execute actions plans to rectify potential cost overruns or delays , or to accommodate significant changes to scope of work. 5. Establishes the program requirements for all areas of the project and monitor the draft and final deliverables for adherence to these criteria. 6. Provide inputs to performance reviews and development plans for subordinates.   **Skills**  a- Excellent working knowledge of industry practices/safety/quality management system.  b- High level of critical thinking skills.  c- clear verbal communication skills.  d- leadership abilities.  e- attention to details.  f- team oriented.  g- very good experience with municipal use machinery which improve work efficiency  **From November 2011 till Now**  **Working for ADFSC / Abu Dhabi Government as unit head in technical department looking after**  **Program / Project of 15000 contract and 3500000 palm trees.**  Duties and responsibilities :  responsible leading with the team of AL AIN , ABU DHABI and Western Region :   1. Develop working relation between our technical project departments with Agriculture extension centers. For implementation of program. 2. Develop date palm contract processing implementation , progress , monitor and evaluation both technically and financially , reporting to stakeholders. 3. Prepare procurement plan and prepare tender and requirement specification , study , evaluate and follow implementing . 4. Prepare work Plan based on resources and planned schedule. 5. Supervise / manage horticulture projects related to Plan.   **Note: our section won Shaikh Khalifa award for date palm.**  **Improvement skills Courses :**   1. **Project management.** 2. **Procurement management.** 3. **Negotiation Skills.** 4. **Mentoring and Coaching.** | | | | | | | | | |