**Dr. Ahmed,** MBA

**Ahmed.43819@2freemail.com**

**Veterinarian/ Marketing**

**Experiences**

**Sept. 2016 - Current, Marketing Specialist/ Veterinarian , Jammes Rammal Advertising, Dubai, UAE**

* Facilitate planning, executing, and reporting process.
* Provide client recommendations on relevant media opportunities & issues related to business.
* Utilize market research and consumer insight data to support marketing and brand strategies.
* Manage the NPDI process of client's brands.
* Maintain and set internal timelines to meet client expectations.
* Business Development tasks.

**Sept. 2014 - Sept. 2016, Purchase Supervisor and Marketing Specialist, Aquat food industries co "Al-baik group", Saudi Arabia.**

* Ensure the quantity intake plan is balanced to meet Production and Warehouse need.
* Create a good intake balance which can be implemented as per company plan and strategy.
* Build and publish key delivery schedule for every item options as minimum stage.
* Creates and manages Item Master – Owns Master data
* Update necessary information in the PLM tool.
* Engages with the vendors and logistics team to ensure deliveries happen as per intake plan.
* Communicating exceptions to production and delivery plans and reviewing remediation plans.
* Profiling the vendors as production facilities , capacities, constraints and ability to deliver.
* Issue and Manage purchase orders to ensure inbound plans are met and react to unforeseen.
* Maintain relevant Master parameters in ERP related to vendor, capacity, lead times, minimums and other constraints
* Collaborate with vendors weekly to review vendor scorecards and delivery plans.
* Create reporting and metrics for inbound flows into DC and OTIF.
* Deviation to Inbound Planned date at various nodes.
* Information updates and accuracy in SNOP portal by vendors and various supply nodes

**June 2013 - Aug 2014 , Marketing Manager/ Veterinarian, Agribusiness Solutions, Sudan**

* Same as my tasks on Aquat food industries co.
* Marketing strategic Management and tactical tasks.
* Develop Promotion and sales teams through marketing and sales training courses
* Marketing Research and Market Analysis.

### Nov 2008 to May 2013, Veterinarian, Sirdar Veterinary Enterprises - Sudan

The usual routine for a large animal vet includes conducting health exams, giving vaccinations, drawing blood, prescribing medications, cleaning, and suturing wounds, taking ultrasounds, taking x-rays, and performing surgeries.
Monitoring the reproductive health, performing artificial insemination, assisting with problem births, and conducting pre-purchase exams.

**Academic Qualifications**

* In Process Professional Marketing Diploma,

 Charter institute of Marketing UK (CIM)

* 2012 Master of Business Administration,

 University of Khartoum, Sudan

* 2008 Bachelor of Veterinary Medicine,

 Faculty of Veterinary Medicine, University of Khartoum, Sudan

**Courses and training**

**Veterinary courses:**

* Artificial Insemination in cows, Semex Sudan Project.
* Equine Nutrition course , Online Training course , Coursera.org
* HAZARD ANALYSIS AND CRITICAL CONTROL POINTS (HACCP) SYSTEM.
* Basic Health, Safety and Environment Protection (Applied in dairy cows).

**Marketing courses:**

* Advanced Competitive Strategy
* Certified Key Account Management Skills
* The understand and communicate Value proposition
* Customer Satisfaction Standards, Charisma Workforce Development
* Marketing of Services Workshop, Knowledge Village Training Center
* Leadership Skills in Business, Online course
* Marketing Success for Your Business, Online course
* Customer Service Training, Online course
* Strategic Marketing, Elnigm althagib Management training center

**Managerial skills course:**

* Internal Audit ISO 9001:2008
* Project Management Professional (PMP), American Institute of Professional Studies
* Professional Project Management Course, University of Sciences & Technology
* Professional Certified Manager (PCM) Training Course, Int’l Academy for HR, Canada
* Administrative Skills, Al- Abbasi Center, Sudan

**Soft skills course:**

* Certificate in Train the Trainers, ITOL - UK
* Art of Unlimited Communication Course, Top Quality, Sudan
* NLP Diploma, Better Life Center for Training & HR development,
* Mind Mapping Tool -Organizing Your Ideas Using Bubbl.us, Online course
* Certificate in Program for Training Trainers (P.T.T), QuduratBilaHoduod, Sudan.

**Work and personal skills:**

* Veterinary Medicine.
* Dairy Farm Health Control skills.
* Presentation and Instructor skills.
* Scientific Research methods Skills.
* Project Management Skills.
* Poultry Farm Management and Supervision.
* Dairy Cow Veterinarian
* Marketing Planning
* Equine Health Exams
* Records Management
* Lameness Exams & control
* Artificial Insemination.
* Public Relationship.
* Animal Nutrition management.