**Haitham Adli.M. Elmesallati**

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Analytical and results-focused professional analyzing, reporting, and consolidating accounting data, while identifying/mitigating financial risks. Proven success in financial planning and analysis, accounting principles, budget preparation, cash management, accounts reconciliation, prime entry recording, and due diligence. Recognized by senior leadership for accurately evaluating strategic and financial data for informed decision making. Strong background in staff development and supervision; establish, lead, and motivate high-performing teams committed to achieve collective goals and shared vision. Strong background in staff development and supervision; establish, lead, and motivate high-performing teams committed to achieve collective goals and shared vision. ***Areas of Expertise include:***

|  |  |  |
| --- | --- | --- |
| * Accounting/Financial Management | * A/P & A/R | * Policies/Procedures Implementation |
| * Accounts Reconciliation | * Cash Flow Optimization | * Documentation & Reporting |
| * Resource Allocation/Utilization * Strategic Planning/Analysis | * Capital Management * New Business Development | * Relationship Management * Bilingual (Arabic/English) |

## Professional Experience

# TARGET • Alpharetta • 2015 to Present.

**team leader in Produce, MEAT, dairy, and Dry grocery department**

Implement best inventory management practices as well as conduct routine cycle counts and inventory audits to maintain seamless supply chain operations. Deliver quality training to new employees’ regarding company policies and customer dealing. Oversee and maintain displays as indicated by planograms, end cap, and bulk stack instructions aimed at accomplishing designated business goals.

**Key Accomplishments:**

* Assessed customer needs and delivered quality services aimed at accomplishing maximum customer satisfaction.
* Achieved organizational sales targets by devising and implementing consultative sales strategies.
* Increased product visibility and expedite product location by properly maintaining store displays.

# MARSHALLS • Alpharetta, GA • 2015 to 2018

**Coordinator In the Shoes Department And Sales Floor**

Ensured seamless customer purchasing and payment process by delivering quality customer services. Maintained adequate supply of materials by implementing robust inventory management and control policies. Delivered quality guideline to customer regarding availability of products to meet/surpass customer expectations. Maintained routine accounting processes, including closing everyday balance as well as collaborated with customers regarding loyalty card Marshalls credit card.

**Key Accomplishments:**

* Devised and implemented robust client focused strategies to resolve customer issues in a timely manner.
* Enhanced cash office employees’ skills by delivering quality training.

# LIBYAN UNION INDUSTRY • Tripoli, Libya • 2012 to 2014

**Director of Financial management and communication strategy**

Leveraged quality theoretical/practical knowledge to identify growth opportunities for company’s investment. Resolved members concerns through consistent collaboration. Managed overall aspects of dairy products direct marketing for Libyan dairy industry; collaborated with Ministry of Industries regarding development of cost-effective marketing and PR solutions and establishment of marketing strategies aimed at accomplishing designated business targets.

**Key Accomplishments:**

* Maintained adequate liquidity by evaluating and revising cash flow plans. Identified and recommended reliable funding sources to accomplish consistent financial strength.

# LIBYAN EGYPTIAN CO. • Libya • 2009 to 2012

**Key Accounting Manager And Sales Representative**

Represented company products in tradeshows and marketing events. Ensured proper implementation of marketing strategies across organization to increase organizational productivity. Supported on boarding process of new employees to boost business growth.

**Key Accomplishments:**

* Persuaded sales targets aggressively to generate sales by leveraging direct sales channel.
* Developed and fostered productive relationships with portfolio of major clients as well as devised sales contracts, proposals, and presentations with keen focus on accomplishing designated business targets.

# Alhadika for food industries •Libya • 2007 to 2014

**General Manager**

Leveraged quality analytical and financial management skills to manage financial planning of board member salaries and daily sales income. Monitored finance and accounting department performance aimed at maintaining efficiency and quality. Devised and implemented continuous improvement strategies to maintain production quality and accomplish designated business goals. Analyzed purchase orders, receiving slips, and invoices to ensure accuracy of records and adequate availability of store inventory.

**Key Accomplishments:**

* Ensured accuracy of organizational accounting records by executing advance financial, accounting, and budgeting systems.
* Streamlined sales and warehouse operations as well as collaborated with external auditors.
* Conducted in-depth market analysis and devised/executed robust marketing strategies for dairy products.

## Education & Training

**Data Analytics & Visualization Boot Camp** -[The Data Analytics Boot Camp at UCI Continuing Education](https://bootcamp.ce.uci.edu/data/)

**Master of Science in International Marketing -** Sheffield Hallam University | UK

**Baccalaureate Degree, Accounting -** Africa University for Human Applied Sciences | Libya

**Diploma of Foundation in Finance -** Pitman Training College | UK

**Diploma in Business Skill Marketing & Personal Relations -** Sheffield Hallam University | UK

**Diploma in Accounting Technician -** Sheffield Hallam University | UK

## Training & Development

Bookkeeping AT <https://my.pennfoster.com> | Training course anti – dumping and subsidy in Egypt | Workshop on industry regulation law in Libya | Development of technical skills and competencies in Jordan | Untied nation economics commercial for Africa office of North Africa in Marco | Regional and bilateral trade agreements and their impact on the capacity of the national economy in achieving development goals | Workshop for the advancement of agro-industrial sector