



# OMAR MOHAMED

SENIOR MANAGER / LEADER / DIRECTOR

## Personal information

### Nationality

Egyptian

### Residence

Saudi Arabia

### Birthdate

30/03/1981

### Marital Status

Married

### Languages

Arabic (Native) - English (Very Good)

## Contact

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## Competences

- ✓ **Form a long-term Strategies**
- ✓ **Planning & Organizing**
- ✓ **Techno-commercial business understanding**
- ✓ **Budgeting & Forecasting**
- ✓ **Leadership / Team Management**
- ✓ **Creative Problem solving**
- ✓ **Situation and Problem Analysis**
- ✓ **Profit / Revenue Growth**
- ✓ **Negotiation**
- ✓ **Presentation**

## Career Objectives

Innovative leader with a thorough high level of technical knowledge, and techno-commercial strategic experience with proven success driving sustainable profitable growth within organizations, increasing sales, and building long-term partnerships with customers/partners through putting and implementing the right strategies, and creating a healthy and productive work environment, provoking team to perform at their best.

## Experience

### General Manager - KSA

fischer Fixings Middle East | 2021 - Present

- Form the company strategy and assign the long and short term targets.
- Organize the team and allocate the tasks to the team members / departments.
- Put the KPI and evaluate the performance.
- Development plans for the departments and the team.
- Mentorship, coaching and developing the team.
- Promote an exciting and positive work environment that is respectful and challenging.
- Motivating and Lead the team effectively to reach the assigned goals.

### Country Manager - KSA

fischer Fixing Middle East | 2017 - 2021

- Field ride to support/coach the sales team members to perform at their best.
- Build a relationship with the decision-makers and key customers.
- Conducting sales meetings with the team to follow up on the work progress, collect and solve any problems.
- Prepare and approve the material projections.
- Monitor the team performance and discipline and propose a correction plan if required.
- Prepare and implement a development plan for each team member

### Technical Manager - KSA

fischer Fixings Middle East | 2013 - 2017

- Lead/coach the technical team to prepare the required technical offers effectively.
- Review and approve any design and technical proposals.
- Keep track for the projects applications and remind the sales team of any missing application.
- Prepare the main technical strategy and analyses the products needed for the market.
- Prepare and implement a development plan for each one of the technical team members.

## Technical engineer - KSA

fischer Fixings Middle East | 2010 - 2013

- Prepare the required technical proposal for the Varus applications as per the customer need.
- Building a relationship with the key technical persons in the projects & customers.
- Conducting seminars with the customers to present fischer solutions.
- Support the sales colleague to identify and meet the customer needs and won the deals.
- Prepare a weekly plan, send a daily SDR, and Update the applications in CRM.
- Participating in marketing activities.

## Design & Site Engineer - Kinda

Kinda | 2007 - 2010

- Site surveying.
- Design of all construction elements: (Different Types of Foundations, Columns, Beams and Different Types of Slabs).
- Preparing detailed AutoCAD Drawings and Calculation Sheets for the overall building.
- Quantities expense of materials required and cost estimate.
- Supervision & Execution

## Teaching Assistant

Higher technological institute | 2003 - 2007

- Structure Analysis
- Steel Structure Design
- Reinforcement Concrete Design

## Education

### Bachelor of Engineering (B.Eng.), Civil Engineering

Higher technological institute, City | 1997 - 2002

- General Grade : Very good with honor (76.40%).
- Graduate Project: High rise reinforced concrete building, Excellent.

### Courses / Training

- Project Management Professional "PMP"
- IIM – Customer base business strategy
- IIM – Strategic planning
- Train Of Trainer "TOT"
- Leadership skills
- Professional Selling Skills
- Sales Process – 7 steps
- Time Management
- Negotiation Skills

## References

### **Guerol Sevim**

Managing Director

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