

Mostafa Ahmed Mohamed Farghaly

Address: Assuit, Egypt.

Mobile: (+2) -01011090854/ 01007316001

Email: melsheref1977@gmail.com



OBJECTIVE

Seeking a more challenging sales position that would provide an experience and progressive responsibility, enabling me to deploy my set of skills & competencies and grow within a suitable, professional and learning environment

EDUCATION

Bachelor of Law-, Assuit University 2000

EXPERIENCE

❖ TANMEYAH

Assiut Area Manager (2019 : till now)

- Formulate fruitful business development strategies to ensure long-term success
- Set standards and objectives for different stores and departments
- Optimize and oversee operations to ensure efficiency
- Lead a team of store managers towards effective collaboration and attainment of goals
- Undertake sound financial management to ensure stores are profitable and stay within budget
- Ensure compliance with company's policies and operational guidelines
- Deal with problems by providing creative and practical solutions
- Evaluate performance using key metrics and address issues to improve it
- Report to senior executives on progress and issues
- Assist upper management in decisions for expansion or acquisition

❖ **TANMEYAH**

Branch Manager (2018 -2019)

- Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
- Assess local market conditions and identify current and prospective sales opportunities
- Develop forecasts, financial objectives and business plans
- Meet goals and metrics
- Manage budget and allocate funds appropriately
- Bring out the best of branch's personnel by providing training, coaching, development and motivation
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities
- Share knowledge with other branches and headquarters on effective practices, competitive intelligence, business opportunities and needs
- Address customer and employee satisfaction issues promptly
- Adhere to high ethical standards, and comply with all regulations/applicable laws
- Network to improve the presence and reputation of the branch and company
- Stay abreast of competing markets and provide reports on market movement and penetration

❖ **Sunset Al Yamama Office- Jedah – KSA**

Director (2011 - 2018)

- Collaborate with the board of Directors to identify, create and implement strategic plans to actualize business objectives.
- Identify, recruit, train and develop a talented team of employees who can lead critical departments and manage strategic business functions.
- Monitor company operations and ensure employees and business practices comply with regulatory and legal requirements.
- Develop the organizational culture and promote transparency and collaboration throughout the organization.
- Develop partnerships with company stakeholders, shareholders, industry regulators and other relevant parties.
- Identify potential risks and opportunities within the organization and its environment to protect business interests.

❖ **The Businessmen Association**

Assistant Director of Project (2006-2010)

- Have a comprehensive knowledge of the legislative, administrative, and technical policies and regulations governing operation of the association.
- Plan, direct, and organize beneficial programs for association members in the field of management or technical subjects.
- Maintain contact with government officials, and monitor legislative developments, operations, and actions of government agencies.
- Prepare and submit to the membership an annual report of the organization's activities and accomplishments.
- Prepare an annual financial report.
- Establish regularly scheduled updates to an organization's external and internal Policy Manual for reference by leadership.
- Establish job descriptions for all association staff employees.
- Prepare a staff policy manual reflecting all organization internal policies.
- Maintain a close liaison with all news media.
- Exercise good judgment, inspire associates, and operate at a high ethical and moral level.

❖ **Head of A Group at The Businessmen Association (2004 – 2006)**

❖ **Manager of Coordinators Group in Bashayer Al-Khair project at The Businessmen Association (2001 – 2004)**

WORK SKILLS

- **Proficiency in leading a group of branches under pressure.**
- **Able to choose a good team.**
- **Ability to direct and train staff and conduct workshops.**
- **Proficiency in evaluating and writing employee reports.**
- **Great knowledge of human development and how to lead.**

COURSES

- **Participant employability skills course at Assuit University.**
- **Human resources at KSA**
- **ICDL at Assuit Orascom Telecom.**
- **Leadership training at A++ KSA**
- **Global Anti-money laundry A++ KSA**

LANGUAGE

- **Arabic: Native.**
- **English: Very Good command in both written and spoken.**

COMPUTER SKILLS

- **Very Good command in MS Excel, word, PowerPoint, Internet browsing and research.**

PERSONAL DATA

- ❖ **Date of Birth: 15/6/1977**
- ❖ **Marital status: Married**

Reference furnished upon request