Yasin Wael

CEO, CCO, BUSINESS DEVELOPMENT, SALES SPECIALIST

13 травня 2021 Місто: Київ

Вік: 50 років
Режим роботи: повний робочий день, вільний графік роботи
Категорії: Керівництво, Торгівля, продажі, закупівлі, Інші пропозиції

✔ Перебуваю в шлюбі ✔ Готовий до відряджень

Увійдіть або зареєструйтеся на сайті як роботодавець, щоб бачити контактну інформацію.

Опис

WAEL YASIN

PERSONAL DATA

The apartment complex and a ghtdcbj Nationality: Ukrainian

DOB: 03 June, 1976

Marital Status: Married

Driving License: UAE , Jordan, Ukraine

PROFESSIONAL SUMMARY

Accomplished, results-driven, efficient and effective Chief Executive Officer with over 20+ years of fascinating experience within Europe and Middle East who uses a diverse skill set to bring people together. Possesses an effective, positive, and flexible style with the willingness to work beyond the call of duty. Recognized as a leader with an exceptional ability to manage multiple responsibilities simultaneously, proactively resolve issues and produce results by leveraging internal and external resources. Recognized for the ability to work autonomously as well as collaboratively in a dynamic and fast changing environment while maintaining the highest level of professionalism and ethics. With a strong history of driving dynamic project management, sales, business development, management consultancy, customer service, managing client relationships and substantially increasing revenues, I stand to significantly contribute to your objectives in this position.

CORE COMPETENCIES

- Presentation Skills & Prospecting Skills;
- Business Development & Business Retention;
- FMCG Sales and Marketing Expertise;
- Sales & Marketing Proficiency;
- Sales Management Mindset;
- Key Account Management & Market Research;
- Client relationships & Quality Focus;
- Demand Supply Planning;
- Complaint Resolution & Customer Satisfaction;
- Strategic Thinking & Solution Selling Skills;
- Motivation for Sales & Meeting Sales Goals;
- Sales Management Mindset;

PROFESSIONAL EXPERIENCE

- Operations Management Mindset;
- Logistics, Purchasing and Supply Management; • Administration and Coordination Proficiency; • Pricing, Vendor Relationships & Negotiation;
- Risk Management & Project Management;
- Employees' Onboarding & Off – boarding;
- Customer Focus & Customer Service;
- Problem Solving & Results Driven;
- Time & Team Management;
- Training / Development & Team Supervision;
- Communication & Leadership Qualities;
- Tracking Budget Expenses & Negotiation.

[2016 – TILL PRESENT] – "MODERN EXPO GROUP", Dubai - UAE. Position: CEO

- Supporting all departments in the achievement of their financial and operational targets through establishment of a positive culture, clear expectations and guidance;
- Acting as a strategic partner by developing and implementing the company's plans and programs;
- Driving efforts to achieve / exceed the Company's targets, objectives and KPIs;
- Analyzing and making recommendation on the impact of long-range growth initiatives, planning, and

introduction of new strategies and regulatory actions;

- Creating, improving, implementing and enforcing policies and procedures of the organization that will improve

operational and financial effectiveness of the company;

- Improving the planning and budgeting process on a continual basis by educating departments and key

members of corporate leadership;

- Mentoring and interacting with members of staff at all levels to foster growth and encourage development

among senior executive team and all members of staff;

- Developing strategic plan for "Modern Expo" by studying technological and financial opportunities; presenting

assumptions; recommending objectives;

- Accomplishing subsidiary objectives by establishing plans, budgets, and results measurements; allocating

resources; reviewing progress; making mid-course corrections;

- Providing suggestions for business growth and suggesting ideas for increasing revenue;
- Coordinating efforts by establishing procurement, production, marketing, field, and technical services policies

and practices; coordinating actions with corporate staff;

- Building "Modern Expo" image by collaborating with customers, government, community organizations, and

employees; enforcing ethical business practices;

- Maintaining professional and technical knowledge by attending educational workshops; establishing personal

networks; participating in professional societies;

- Contributing to team effort by accomplishing related results as needed etc.

Achievements:

- Achieved full segmentation & analyzed the market of the potential regions, (MENA) and for all product segments produced by the company and/or its partners(Retail equipment)
- Minimize expenses by 40%
- Update all staff to meet the needs of the company
- Seize all category A clients in 3 countries of the region, top dealers in the whole region
- Increase the income in the first year by 80%, in 3 years by more than 1000% (from the moment of

appointing)

[April, 2014 – 2016] – "KMZ INDUSTRIES", Kyiv – Ukraine. Position: Head of Sales, Overseas

- Defined, executed and effectively communicated the “KMZ Industries” sales strategy and operation plans;
- Delivered top line sales growth through new and existing partnerships from CIS countries;
- Developed the breadth and depth of sales within existing and future markets in Middle East, Asia and Africa;
- Identified new commercial opportunities to increase revenues on a global market;
- Reported on forces that impact tactical results & took appropriate action;
- Built and maintained strong, long-lasting customer relationships through working collaboratively with the

sales and marketing teams and fostered a culture of continuous process improvement;

- Partnered with customers to understand their business objectives and maximized sales performance in the

most efficient, cost effective and commercial manner;

- Provided outstanding customer service through prompt and accurate support and advice;
- Evaluated market research, competitor and customer surveys and executed strategies in line with evaluations;
- Negotiated, managed, renewed, reviewed contracts as was required to enable effective trading, operations

and customer/supplier relations (SRM);

- Maximized company profit, set and delivered forecast, and achieved annual sales targets;
- Took the full “Profit & Loss” responsibility;
- Motivated and developed an International Sales team to create a customer centric high performing team;
- Handled a variety of projects for the business and oversaw project management;
- Established sales objectives by forecasting and developing annual sales quotas for regions and territories;
- Identified valuable emerging markets;
- Accurately forecasted future sales and formed sales plans to adapt to constant shifts in the marketplace;
- Analyzed data, delivered periodic reporting to the sales, designed and marketed teams providing key business insights: (incl. customer segmentation, Trends, Target Account and Market Segmentation).

Achievements:

- Achieved full segmentation & analyzed the market of the potential regions, for the product, which appointed the most suitable country to start with;
- Conducted several business trips, closed many deals (contracts) with the local authorities;
- Received more than 20 requests for projects of different levels, mainly large-scale projects "turnkey" -2

contracts signed.

[April, 2012 – January, 2014] – “AGROVET ATLANTIC”, Kyiv – Ukraine.

Position: Export Director-Asia Region

- Developed and executed the export strategy activities, developed and performed action plans to achieve company's sales objectives;
- Prepared the long-range plan (LRP) for the commercial organization and annual budgets (AOP) including sales and margin targets;
- Led the consolidated Export team managing the resources to achieve the short, medium and long-term objectives;
- Developed and managed a professional distribution network across the regions ensuring that clear business objectives and KPI’s were set and achieved;
- Expand the geographical coverage ensuring representation in all significant countries and regions;
- Continually improved Customer Service and Excellence by creating a coordinated and efficient back office

team and supporting processes;

- Developed compelling marketing collateral and materials suitable for all regions (both digital & hard copy);
- Was responsible for Sales, Inventory, and Operations Planning (SIOP) process;
- Increased management's effectiveness of “AgroVet Atlantic” by recruiting, selecting, orienting, training,

coaching, counseling, and disciplining employees; communicating values, strategies, and objectives; assigned accountabilities; planned, monitored, and appraised job results; developed incentives; developed a climate for offering information and opinions; provided educational opportunities.

Achievements:

- The company, which leaded its activities in CIS and neighboring countries, has entered a broad international level by attending and taking part in a series of major events of the agricultural sector, including trade shows in India, Saudi Arabia, Vietnam, France, Germany and so on;
- After analysis of situation in poultry in the region, has been found lack of knowledge about effective and correct technology

of poultry management, the main principles of poultry business among farmers and new investors. That's why the company has established the College of Poultry Management for training the existing farmers and new investors in order to increase the effectiveness of poultry activity;
- Have been established partnerships in India, Oman and Jordan.as a result we have customers in these and neighboring countries;
- With the support of the Ministry of Agriculture and Fisheries in Oman was held the first Omani-Ukrainian poultry seminar, which opened a number of key issues in poultry industry;
- Establishes a base of potential customers in Oman, Jordan, India and Vietnam for the Company's products and services;
- Started the process of establishing a network of regional offices in the Middle East and Asia. [April, 2009 – April, 2012] – "TEXHA PA LLC.", Kyiv – Ukraine.

Position: Asia Sales Director / Director of Export

Achievements:

- Seven Countries has been opened for "TEXHA Cage Equipment", more than ten projects had been installed

& dealers had been appointed under my supervision in Jordan, India, Pakistan, Tunis, KSA, Egypt and Alger.

[February, 2008 – February, 2009] – "TOORAN TRAVEL SERVICES" RETAIL STORE, Kyiv – Ukraine. Position: Country Manager

[January, 1998 – February, 2004] – "SFERA ENGINEERING", Moscow - Russia.

Position: Sales Manager

EDUCATION

[2000 – 2004] – PEOPLES' FRIENDSHIP UNIVERSITY OF RUSSIA, Moscow - Russia;

Qualification: Bachelor's Degree – Therapist. LANGUAGES

- Arabic – Native; • English – Fluent;
- Russian – Fluent; • Ukrainian – Fluent

SKILLS

- Excellent verbal and written communication skills that include the ability to write effective business memos and correspondence;
- Ability to effectively manage professional staff, develop good relationships with a wide range of people and build a collaborative work environment;
- Ability to solve problems in a strategic and tactical manner and use good judgment in making decisions etc.