

## C.V of Mr. Mohamed Ali

### I. PERSONAL DATA

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**Name:** Mohamed Ali Awad Elkareem Ali

**Address:** Petrobash .M.A.CO.LTD (FUCHS-SUDAN)

**Residence:** Omdurman \ElMuhandiseen

**Cell:** +2499123 38200

**Fax:** 00-249-83780445

**E-mail:** [ma3317@gmail.com](mailto:ma3317@gmail.com)

**Date of birth:** 20<sup>th</sup> May 1975

**Nationality:** Sudanese

**Marital Status:** Married.

### II. EDUCATION

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- Bachelor of science in (Honours) Engineering technology, July 1994 to March 2000 Faculty of Textile Technology - University of Gezira,

### TRAINING

### III. SUMMARY OF PROFESSIONAL SKILLS AND/ OR EXPERTISE

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- Major Field of expertise is in **selling of lubricants and greases products for more than 20 years** mainly in the open market
- Has participated in initiation and running of sale centers for Afroking products
- Supervisory skills of salesman and distribution (Brighton Training Center)
- Fundamentals of Time Series Using Pass ( university of Khartoum)
- Data Management and Presentation Using (university of Khartoum)
- Sales Skills& Planning (Noon Center for Training and Development)
- Certified Sales Professional (The American International Institute USA)

#### **IV. SUMMARY OF RELEVANT WORK EXPERIENCE**

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##### **June 2011- till date**

**Supervisor of the fuchs-sudan department of states ,with following TOR :**

- 1) Sales and collection
- 2) After sale services
- 3) Ordering
- 4) Market mapping and tracing of products and competitors activities
- 5) Receiving, responding and reporting customer complaints and remarks
- 6) Coordinating with the marketing team
- 7) Participating in various marketing campaigns in up countries
- 8) Participating in pricing and sale policies

##### **September 2009– may 2011**

**Supervisor of the *Afroking \ Master oil* sale center- Khartoum office, with the following TOR;**

- 9) Sales and collection
- 10)After sale services
- 11)Ordering
- 12)Invoicing
- 13)Warehouses management
- 14)Technical and financial reporting
- 15)Auditing
- 16)Banking follow up
- 17)Market mapping and tracing of products and competitors activities
- 18)Receiving, responding and reporting customer complaints and remarks
- 19)Coordinating with the marketing team

20) Participating in various marketing campaigns in up countries

21) Participating in pricing and sale policies

### **January 2006 – September 2009**

Supervisor of the **Afroking \ Master oil** sale center- Omdurman office, with the following TOR;

22) Sales and collection

23) After sale services

24) Ordering

25) Invoicing

26) Warehouses management

27) Technical and financial reporting

28) Auditing

29) Bank accounts control at center level

30) Market mapping and tracing of products and competitors activities

31) Receiving, responding and reporting customer complaints and remarks

32) Coordinating with the marketing team

33) Participating in various marketing campaigns in up countries

34) Participating in pricing and sale policies

### **August 2004 – Jan 2006**

***M.S.R International co for petroleum industries LTD (Lama)***

Up country Sale representative

1) Sales and collection

2) Invoicing

### **October 2001 – June 2004**

***NAFT products company LTD (Lama)***

Sale representative

- 1) Sales and collection
- 2) Invoicing

#### **October 2000 - October 2001**

Purchasing officer, ***Moawia El-Berier group of companies***

#### **IV. COMPUTER SKILL**

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- Advanced computer skills in using MS Word, Excel, Power-Point, and internet.

#### **V. OTHER SKILLS AND ADDITIONAL INFORMATION**

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Objectives;

- Better life style
  - Development of career and self esteem
  - Building of experience, skills and knowledge
- Keen, open minded, self confident, hard worker, Works best under pressure
- Good in team working and copes well with changing work environment
- Advanced communication skills with customers, supervisors, employees, and colleagues
- Easy to gain and learn new knowledge and experiences

#### **VI. LANGUAGES**

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- Arabic - mother tongue
- English

#### **VII. REFERENCES**

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Available upon request

Date: 14 July 2023

Signature: