

Hassan Mohamed Ahmed Abdelaal

Nationality: Egypt

Date of Birth: 16/09/1990

Marital Status: Married

Residence: Saudi Arabia

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Career Objective:

A proactive individual with 13 years of experience in sales and warehouses. I am seeking a promising position where I can leverage my technical expertise and problem-solving skills to contribute to innovative solutions and drive business success.

Work Experience:

Storekeeper and Sales Representative

AlMunif Pipes, Saudi Arabia | Jan 2021 – Present

- Sell PVC, PPR, and HDPE pipes and fittings to clients across various sectors.
- Provide detailed technical and product descriptions to customers.
- Manage customer inquiries and provide timely follow-ups to ensure satisfaction.
- Prepare and submit quotations and sales orders using Epicor software.
- Liaise with contracting companies to obtain approvals for materials.
- Coordinate with factory warehouses to ensure on-time delivery of materials.
- Maintained accurate inventory records and ensured proper storage of materials and supplies.
- Received, inspected, and documented incoming shipments to ensure compliance with purchase orders.
- Conducted regular stock audits and coordinated with the procurement team for replenishment.
- Ensured warehouse cleanliness, organization, and adherence to safety standards.

Sales Representative

Trust Misr Company for Plastic Pipes & Accessories Suez, Egypt | Nov 2017 – Dec 2020

- Promoted and sold plastic pipes and fittings to contractors, distributors, and retail customers.
- Maintained strong relationships with existing clients and identified new business opportunities.
- Achieved monthly and quarterly sales targets consistently.
- Coordinated with the logistics and warehouse teams to ensure timely delivery of orders.
- Provided technical advice and product information to clients to meet their specific project needs.

Raw Materials & Spare Parts Warehouse Supervisor

Ceramica Karas Company Suez, Egypt | July 2014 – Nov 2017

- Supervised and managed inventory operations for raw materials and spare parts using SAP ERP to ensure real-time accuracy and efficient tracking.
- Led a team of 6 warehouse staff, assigning daily tasks and ensuring adherence to safety and operational procedures
- Coordinated closely with the production and maintenance departments to guarantee timely delivery of materials and critical spare parts.
- Monitored stock levels, generated purchase requisitions in SAP, and avoided stock outs or overstock situations.
- Ensured organized storage, proper labeling, and safe handling of all items to minimize damage and optimize warehouse space.
- Performed regular inventory audits and cycle counts through SAP to maintain data integrity and support decision-making.

Shipping & Warehouse Supervisor

Adabiya Port – Suez, Egypt | Jan 2012 – July 2014

- Supervised loading and unloading operations of cargo ships, ensuring compliance with safety and port regulations.
- Coordinated with port authorities, shipping agents, and logistics teams to ensure smooth cargo operations.
- Managed storage and movement of goods within port warehouses, maintaining accurate inventory records.
- Monitored the condition of goods during storage and transport, ensuring proper handling and documentation.
- Prepared shipping documents, loading plans, and reports for daily operations.
- Oversaw a team of workers and equipment operators to achieve efficient and timely shipping schedules

Education:

Bachelor of Management Information Systems | 2007–2011

Certifications & Courses:

ICDL – International Computer Driving License | 2010

- Proficient in Microsoft Office (Word, Excel, PowerPoint)
- Able to manage files and folders using Windows OS
- Confident use of internet and email tools

Software & Operating Systems (Windows, Linux, etc.)

- Installing operating systems / Formatting, partitioning disks
- Troubleshooting Windows errors / Installing drivers and software

Skills:**Technical Skills**

- Strong sales and negotiation skills.
- Excellent customer relationship management
- Warehouse and inventory control
- Shipping and logistics coordination
- Supervising warehouse teams and daily operations
- Proficient in ERP systems (SAP, Epicor)
- Generating and analyzing sales and inventory reports
- Problem-solving and critical thinking under pressure
- Time management and task prioritization
- Team leadership and interdepartmental coordination
- Proficiency in using Microsoft Office (Excel, Word, Outlook).
- Data entry accuracy and attention to detail

Languages:

- **Arabic:** Native
- **English:** good

References:

Available upon request.