

MAHMOUD MOHAMED MAHMOUD HASSAN

Yanbu Industrial City, Saudi Arabia

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PROFESSIONAL SUMMARY

Accomplished and strategic Branch Manager with over 20 years of proven success in retail management, sales growth, and multi-site operations across Saudi Arabia and Egypt. Eager to leverage a track record of achieving a 25% sales increase, leading high-performance teams, and optimizing operational efficiency to drive results in a new challenging environment. Expertise encompasses strategic planning, inventory control, regulatory compliance (including Royal Commission standards), and building strong stakeholder relationships.

CORE COMPETENCIES

- Retail & Store Operations Management
 - Revenue Growth & Profitability Optimization
 - Team Leadership & Talent Development
 - Strategic Planning & Business Development
 - Inventory Management & Cost Control
 - Regulatory Compliance & Reporting
 - Sales Strategy & Customer Relationship Management (CRM)
 - Marketing & Promotional Campaigns
 - Financial Reporting & Budget Management
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PROFESSIONAL EXPERIENCE

Farm Superstores | Yanbu Industrial City, Saudi Arabia

Branch Manager (2017 – 2025)

Sales Representative (2015 – 2017)

- Directed end-to-end store operations, maintaining 100% compliance with Royal Commission regulations.
- Achieved the highest branch growth across two locations in 2022, driving a 25% increase in annual sales revenue.

- Developed and executed strategic sales plans that enhanced customer engagement and increased store profitability.
- Led, mentored, and managed a team of 20+ staff, significantly improving team productivity and customer service quality.
- Optimized inventory management strategies, reducing waste by 15% and ensuring high availability of key products.
- Implemented effective cost-control measures, cutting operational expenses by 10% while increasing profit margins.

Al Babbain Company | Saudi Arabia

Store Manager (2013 – 2015)

- Managed daily store operations, including staff supervision, inventory control, and financial reporting.
- Boosted sales revenue through strategic merchandising, targeted promotions, and enhanced customer service protocols.
- Maintained high standards of store presentation, cleanliness, and safety, improving the overall customer experience.
- Cultivated and maintained strong relationships with suppliers to ensure consistent product availability and favorable terms.

Al Hokair Company | Saudi Arabia

Store Manager (2010 – 2013)

- Oversaw all operations for a high-traffic retail store, with a focus on maximizing sales and customer satisfaction.
- Executed dynamic marketing strategies, including seasonal promotions and in-store campaigns.
- Trained and developed a team of sales associates, improving overall performance and service delivery.
- Increased sales conversion rates through effective product placement and upselling techniques.

Modern Touches | Saudi Arabia

Exhibition Director (2007 – 2010)

- Planned and managed exhibition events from concept to execution, ensuring an engaging customer experience.
- Managed product showcases and promotional events, attracting high-value clients and increasing brand exposure.
- Negotiated contracts and partnership agreements that directly increased sales and revenue.

Ghatory Company | Egypt
Sales Representative (2000 – 2006)

- Managed sales operations targeting the medical and retail sectors, expanding the customer base across pharmacies, clinics, and hospitals.
 - Sustained strong, long-term client relationships, ensuring repeat business and customer loyalty.
 - Conducted market research to identify new business opportunities and support the expansion of the sales territory.
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EDUCATION & CERTIFICATIONS

- Diploma in Skill Development
Arab Academy for Science, Technology & Maritime Transport
 - Bachelor of Arts
Alexandria University, Egypt | 1999
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LANGUAGES

- Arabic: Native
- English: Good