

MOHAMED ABDRABOU HASAN ELGENDY

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PROFESSIONAL SUMMARY

Results-driven professional with over 14 years of experience in Quality Management, Supply Chain, and Export Sales. Proven ability to manage international supply chains, develop export markets, and drive revenue growth. Strong background in building client relationships, ensuring regulatory compliance, and aligning operational activities with business objectives.

Currently seeking a sales Manager role to leverage this diverse commercial and operational expertise.

KEY SKILLS

- B2B Sales & International Market Development
 - Supply Chain Optimization & Procurement
 - Export Operations & Client Management
 - Contract Negotiation & Pricing Strategy
 - CRM Tools & ERP Systems
 - Team Leadership & Cross-Functional Coordination
 - ISO Standards: 9001, 14001, 45001
 - Lean Manufacturing & Continuous Improvement
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PROFESSIONAL EXPERIENCE

Supply Chain & Export Sales Manager

Milat Egypt Rugs Company, Sadat City, Menofya, Egypt

March 2023 – Present

- Managed the full supply chain of imported raw materials to support production and sales.
- Negotiated with international suppliers to ensure timely and cost-effective procurement.
- Oversaw export sales representing 80% of company production volume.
- Built and maintained strong client relationships in global markets.
- Coordinated with production, logistics, and quality teams to ensure timely and compliant deliveries.
- Developed pricing strategies and expanded into new export markets.

Achievements:

- Increased export market sales by 20% in one year.
- Achieved 30% overall sales growth in 2024.
- Reduced stocks 15% in one year.

Quality & Compliance Manager

Prado Egypt Rugs Company, Egypt

June 2010 – February 2023

- Developed and maintained ISO-certified Quality Management Systems.
- Led internal audits and coordinated external inspections.
- Ensured compliance with client specifications and industry regulations.
- Trained and supervised QA/QC staff and implemented CAPA procedures.
- Worked closely with production and commercial teams to align quality standards with business goals.
- Participation in setting specifications for new products and ensure that the final product conforms to theoretical calculations
- Handling of customers comments, complains and analyzing the data to find problems root cause
- Lead the company to achieve BSCI (Business social compliance initiative), ISO 9001:2015 certification for Quality Management System, ISO 14001:2015 certification for Environmental management system, ISO 45001:2018 certification for Occupational Health and safety management systems

EDUCATION

B.Sc. in Agricultural Engineering

Faculty of Agriculture – El-Azhar University-Cairo-Egypt

2005 – 2009 | General Grade: Good

TRAINING & CERTIFICATIONS

- IRCA Certified Lead Auditor – ISO 45001:2018 (TÜV NORD Egypt, 2018)
 - IRCA Certified Lead Auditor – ISO 14001:2015 (TÜV NORD Egypt, 2017)
 - IRCA Certified Lead Auditor – ISO 9001:2015 (TÜV NORD Egypt, 2015)
 - Train the Trainer – Lean Manufacturing Tools (Orient Consultation Co., 2014)
 - Lean Green Belt Course (Orient Consultation Co., 2013)
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LANGUAGES

- Arabic: Native
 - English: Excellent
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REFERENCES

Available upon request.