



Alhaitham Hammad

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Address: 56 Arafat Street, Hadayek El Kobba, 11658, Cairo, Egypt (Home)

WORK EXPERIENCE

1 NOV 2020 – CURRENT Cairo, Egypt

RESEARCH AND DEVELOPMENT MANAGER THE INTERNATIONAL COMPANY FOR STEEL (INCO STEEL)

■ **SAP Project Manager**

Transformed the company structure by integrating the main functions of the establishment (Finance and Controlling - Sales and Distribution - Material Management - Plant Maintenance - Quality Management - Human Resources) in both the headquarter and the factory to increase the efficiency of the reporting system, decrease the redundancy of the work flow and the facilitation of the day-to-day work process.

■ Introduced a new line of products (Rectangular and Square steel pipes) after conducting the needed market research and upgrading the existing production line (Tube Mill) in house with the collaboration of the technical office which led to an increase of the total sales volume by 10% monthly.

■ Implemented a new flying saw cutting system with the latest technology (cold cutting technology) which resulted in an increase of the upgraded tube mill production rate by 30% daily due to the increase of the cutting speed and decrease of the production phases.

■ Presented a new brand identity for the company with the collaboration of a branding company by introducing a new logo, upgrading the designs of the catalogues, stationary, giveaways and revamping the company website to introduce the latest products specs and ranges after the machinery upgrades.

Business or Sector Manufacturing |

Address 58 Gameat Al Dewal Al Arabia Str.,, Mohandeseen, Giza, 12655, Cairo, Egypt |

Email alhaitham.hammad@incosteel.com | **Website** <https://www.incosteel.com>

1 JUN 2018 – 1 NOV 2020 Cairo, Egypt

OPERATIONS MANAGER THE INTERNATIONAL COMPANY FOR STEEL (INCO STEEL)

Redefined the cost structure and pricing methodology for galvanization to capture missed opportunities and increase work volume with current clients

■ Managed raw material procurement portfolio; Expanded supplier base between local and international; Improved stock turnover and reduced stock levels by 47% via new ordering schemes; Reached a top client standing with our major local supplier

■ Negotiated and closed a 6-figure (USD) deal to replace core machinery enhancing welding capabilities and allowing new product diversification

■ Utilized consumables and scrap to improve cash flow through a tendering process

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1 FEB 2018 – 1 JUN 2018 Cairo, Egypt

PRODUCT MANAGER THE INTERNATIONAL COMPANY FOR STEEL INCOSTEEL

Established a tracking protocol on the galvanization plant operations to control zinc consumption leading to capturing missed opportunities and higher customer satisfaction

■ Negotiated directly with raw material suppliers to optimize technical tolerances leading to an average reduction of 40% in produced scrap

■ Optimized operational and documentation work flow between the financial, planning and production departments limiting change requests for poles and reducing lead time

■ Initiated a mill-modification project in partnership with the technical office to be the sole producer of a formerly identified tube variation in Egypt

- Introduced a reward scheme for workers increasing productivity by 37%

Business or Sector Manufacturing | **Department** The International Company For Steel INCOSTEEL |

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1 AUG 2017 – 1 FEB 2018 Cairo, Egypt

BUSINESS DEVELOPMENT ASSOCIATE MANAGER THE INTERNATIONAL COMPANY FOR STEEL (INCO STEEL)

- Initiated a structured process to capture and evaluate client feedback
- Managed and resolved client comments both technical and financial
- Evaluated new business opportunities for expansion in the pipe/tube portfolio
- Identified the root cause for missed opportunities in the galvanization plant
- Redesigned the brand logo to cope with current market needs
- Standardized end product bundle shape

1 DEC 2016 – 1 APR 2017 Cairo

SALES ENGINEER MODERN WATER SERVICES, A GRUNDFOS OFFICIAL DISTRIBUTER

- Conducted regular customer visits to create product demand through a technical approach
- Ensured maximum level of customer satisfaction through establishing and maintaining positive working relationships to understand business needs and reach identified goals
- Developed a thorough market research to identify and implement effective sales activities
- Monitored and tracked all sales activities, market developments and trends
- Generated monthly and quarterly status reports/presentations to the Regional Manager
- Maintained a periodically updated competitive analysis including but not limited to; product ranges, price comparisons, product performance and marketing activities

1 OCT 2015 – 1 APR 2016 Cairo, Egypt

REAL ESTATE AGENT COLDWELL BANKER EGYPT NEW HOMES

- Managed marketing and sales for various categories of real estate across Egypt and Dubai
- Actively sourced new leads to expand client base in both territories
- Developed and maintained strong business relationships with clients and potential clients
- Scheduled meetings and site visits in response to client concerns and inquiries
- Followed up on payments and contract generation
- Attended conferences and events for networking and expanding market knowledge

1 APR 2013 – 1 MAR 2015 Cairo

MAINTENANCE AND IMPLEMENTATION ENGINEER (FIRST LIEUTENANT) NASR COMPANY FOR INTERMEDIATE CHEMICALS - MINISTRY OF DEFENSE

- Managed a team of five engineers, overseeing operation of the plant's Siemens steam turbine
- Planned required maintenance schedule and handled required parts procurement
- Represented the company in joint projects with companies such as; Siemens, ABB, Fincantieri and Misr for Petroleum Industries
- Worked closely with foreign professionals from Siemens to solve turbine's faults
- Installed the new AUMA valves system controlled by PLC in cooperation with ABB engineer team over a two-month period
- Acted as project manager for mounting and installation of a second steam turbine from start to finish in cooperation with Fincantieri engineers

● EDUCATION AND TRAINING

1 OCT 2005 – 1 JAN 2012 Cairo

BACHELOR DEGREE IN ELECTRICAL ENGINEERING (MAJOR IN COMMUNICATION & COMPUTER) Cairo University, Faculty of Engineering

Website <https://cu.edu.eg/Home>

● **LANGUAGE SKILLS**

Mother tongue(s): **ARABIC**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C1	C1	C1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DIGITAL SKILLS**

Microsoft Office | Social Media