

RESUME

MOHAMED SHAMS

OBJECTIVES

My career objective is to pursue a highly challenging career in the food and agricultural investments field within a leading organization where my scientific background, analytical skills and 15 years of professional expertise in business development, quality management and exports can be developed and utilized.

EDUCATION

- **July 2006 - Master of International Business Administration (MBA).** The International program of the “Ecole Supérieure Libre Des Sciences Commerciales Appliquées” (ESLSCA), provided by the Arab Academy for Science & Technology (Thesis: Consumer Attitude towards Safe Conventional Fresh Products), Grade: A
- **March 2001 - Certified Quality Management Expert,** TUV Academy, in association with the Operational Unit for Development Assistance
- **July 1999 - Bachelor of Agriculture,** Ain Shams University
- **June 1994 - High school diploma,** Abu Zahra Language School

Training Programs

- **November 2006 - Profitable Environmental Management training program “PREMA”,** the German Technical Cooperation, UNIDO, Ministry of Foreign Trade and Industry, Egypt National Cleaner Production Center.
- **October 2005- Business Analysis Program,** the German Technical Cooperation, Ministry of Foreign Trade and Industry, and Horticulture Export Improvement Association, Cairo
- **August 2005- Exports Traceability,** CCFRA, United Kingdom
- **March 2005- EUREP-GAP & HACCP guidelines and applications,** Cairo
- **July 2002- Business Administration Program,** the American University in Cairo

PROFESSIONAL EXPERIENCE

- **TECHNOGREEN GROUP¹**

Export Director

August 2008 - Present

Main Duties:

- Market Technogreen’s various agricultural products in international markets and set the annual export plan
- Negotiate and execute exports agreements with regional and international clients
- Build and maintain strong clients’ relationships, travel frequently to assess clients needs and actively participate in international exhibitions.
- Manage the entire procurement cycle of the export department and set the required packaging materials according to different clients needs
- Supervise the logistical and freight arrangements for all products and monitor the daily export operations
- In charge of all the marketing and branding activities of Technogreen (PR, Ads and exhibitions)

Quality and Business Development Manager

April 2005 - July 2008

Main Duties:

- Developed an internal reporting system, conducted business forecasts and integrated performance measurement analysis and tools.
- Participated in setting Technogreen’s strategic plan (2006-2010) and assisted all functional departments in setting annual business targets.
- Acted as a liaison person between Technogreen and external clients and Government related entities
- Carried out market feasibility studies on selected prospective Joint Ventures

¹ **Technogreen** is a leading national group of companies investing in the agriculture sector in Egypt. With almost 20 years of solid track record in international markets, the group owns several subsidiaries operating across three fundamental line of business: fresh produce, fertilizers production, and agri-business trade. Technogreen is considered as a major grower, producer and exporter of fresh agro-products with a wide global outreach. Ref: www.technogreen.com

- Applied a comprehensive quality management system for the group with unified standards for policies and procedures up to the standards of international accreditation bodies, which helped qualify Technogreen to the GlobalGAP, Tesco Nurture and LEAF

Quality Management Representative

August 2003 – March 2005

Main Duties:

- Executed specialized quality management programs to develop and maintain Technogreen's quality certifications, according to the guidelines of GLOBAL-GAP, TESCO NURTURE and LEAF protocol.
- Provided orientation, assistance and guidance to farm employees on the quality policies and best practices.
- Conducted specialized training programs, periodic audit and compiled necessary documentations to ensure compliances to certification policies and guidelines
- Represented Technogreen during international quality audits and representatives regular visits

Purchasing Officer

November 2001 – August 2003

Main Duties:

- Carried out the procurement of agriculture supplies according to the company's policies and procedures
- Prepared internal specifications and products quotations
- Negotiated products costs and delivery terms with suppliers and managed the orders' lead time in coordination with the farms and other functional departments
- Created and maintained suppliers' data base and tractability data for each supplier

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Project Executive

September 1999 – September 2001

Main Duties:

- Set up weekly work plans
- Developed monthly exports progress reports and updates management with deliveries and milestones
- Coordinated with consultants on the implementation of specialized agricultural programs
- Assisted in procurement of supplies and inventory control

CAREER SKILLS/KNOWLEDGE

- Dynamic, fast learner and high-energy professional with an excellent analytical, communication and interpersonal skills utilized to develop strong working relationships with clients and team members
- Computer skills with leading applications including MS office, ERP and internet applications
- Languages:
 - o Arabic: Native
 - o English: Fluent

PERSONAL/CONTACT INFORMATION

Name	Mohamed A.Kader Shamseldin
Date of Birth	29/11/1977
Nationality	Egyptian
Marital Status	Married
Military Service	Exempted
Address	5 th Settlement – New Cairo, Egypt
Mobile	+20 100 661 4545
Personal E-mail	mohamed.h.shams@gmail.com

All references to be furnished upon request