

MOHAMED ELSAADANY

+971506479460
+593984177855
+17817134356
mohamed.elsa3dany@gmail.com
ABU Dhabi, UAE

PROFILE

A multi-skilled professional with a superb track record of managing complex functional projects in various environments. Able to manage stakeholder expectations and willing to take full responsibility for the delivering of project objectives. I am an easy going individual who enjoys challenging and diverse roles and is confident working with technical experts from any industry

EXPERIENCE

ENVIRONMENTAL, LOGISTICS, OPERATION MANAGER AND BUSINESS DEVELOPMENT

, Al Mahara Diving Center; ABU DHABI, UAE — 2022–PRESENT

Oversee operational activities at every level of an organization, including hiring and training employees and managing quality assurance programs. Also strategizes process improvements to ensure everyone completes their tasks on schedule.

REGIONAL MANAGER, HOMERO ORTEGA; QUITO, ECUADOR — 2020–2022

Provides leadership to the assigned region, overseeing retail activities and stores. Reviews and analyzes regional sales and operational records and reports; uses data to project sales, determine profitability and targets, and to identify potential new markets.

STORE MANAGER, ETAFASHION; QUITO, ECUADOR — 2018–2020

Developing store strategies to raise customers' pool, expand store traffic and optimize profitability. Meeting sales goals by training, motivating, mentoring and providing feedback to store staff. Ensuring high levels of customers satisfaction through excellent service.

BRAND AMBASSADOR AND BUSINESS DEVELOPMENT, MONTICRISTI; QUITO, ECUADOR — 2016–2018

Posting about our products/services online (e.g. social media and forums). Creating, sharing and responding to online reviews. Participating in trade shows as a company spokesperson

PRODUCT MANAGER, QUNTU AND WAYKANA; QUITO, ECUADOR — 2017–2018

Identifies the customer need and the larger business objectives that a product or feature will fulfill, articulates what success looks like for a product, and rallies a team to turn that vision into a reality.

EDUCATION

Alexandria University — Bachelor degree in Anthropology and archaeology.
Alexandria University —Post Graduate Diploma in underwater Archaeology.
Alexandria University —Post Graduate Diploma in Eco-Tourism.

SKILLS

Commercial awareness & business acumen.
Experience of working in a multi vendor environments.
Good conflict management and prioritisation skills.
Manage technical process and resolve technical issues.
Can understand and document project requirements and dependencies.
Excellent documentation & report writing skills.
Experience of managing change within CRM, Marketing and Finance systems.
Demonstrated ability to work with and support cross-functional project teams.
Ability to manage multiple projects simultaneously and under pressure.
Strong attention to detail and focus on task completion.
Internal and External Stakeholder Management.
Team leader capable of motivating staff.
Ability to get on with all levels of people and possess strong relationship building skills.
Superb communication skills and able to articulate technical jargon to a non technical audience.
Ability to gain results through others.
Knowledge of project management methods.
Able to continuously meet targets and surpass expectations.
Articulate and well presented.
Having the necessary drive and enthusiasm required for a tough competitive industry.
In-depth knowledge of the hotel, hospitality, leisure and service sector.
Excellent communication skills and being able to build a rapport with team members, customers and the public alike
Good knowledge of IT including online booking systems and Microsoft Office
Able to work under pressure and keep calm and composed at all times.
Able to tactfully resolving guest disputes.
Dealing calmly and professionally with challenging situations.
Able to identify, understand and give priority to urgent issues.
Extensive customer facing experience.
Working long hours, under pressure and to tight deadlines.
Strong influencing & communication skills.
Creating and implement hotel policies and procedures.
Quickly picking up new skills & knowledge.
Able to work under pressure.
Excellent time management skills with proven experience in dive safety, equipment maintenance.
Team player, demonstrating ability to seek out and harness the views and contributions of others.
Experience in underwater videography and live broadcasting.
Inflatable boats driving skills.

LANGUAGES

Arabic (Native), English (Fluent), Spanish (Native)

PROJECTS AND CONSULTANCY

DIGITAL GROWTH, CLUB E-COMMERCE

CONTENT MODERATOR, THE SOCIAL ELEMENT

WEB DEVELOPER/PROGRAMMER, TOUR GUIDE AGENCY

SALES EXECUTIVE, QUNTU

SALES EXECUTIVE, WAYKANA

MARKETING RESEARCH ANALYST, IBI

DIGITAL MARKETING AND SOCIAL MEDIA, PULSE TELECOM