MOHAMED HASSAN BASHIR ABDELRAHMAN, PMP®, RMP®

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**Business developer**

**Objective**

Aeronautical Engineer and PMP-RMP certified professional with 16 years of experience in the aviation industry, excelling in project management, Operation , sales, and marketing, as well as aircraft maintenance. A seasoned assessor of the European Excellence Model EFQM, I am committed to guiding organizations towards excellence and sustainable growth. My passion for innovative business solutions, combined with my project management certification, underlines a strategic approach to overcoming challenges and optimizing operational efficiency. With exceptional communication and interpersonal skills, I have a proven track record of understanding market trends and customer needs, ensuring high levels of satisfaction, retention, and loyalty. I thrive in dynamic, high-pressure environments, contributing to and leading successful, productive teams.

**Strength**

Hard worker, extremely result –oriented creative , highly analytical flexible , well organization and ability to work effectively under pressure in order to meet tough deadlines excellent interpersonal and communication skills.

**Skills**

* Problem Solving
* Time Management
* Analytical Thinking
* Planning
* Statistics Analysis
* Team Management
* Sales Management
* Communications
* Procurement Management

**Experience**

#### **Business development director**

#### **Safat Aviation Group – Khartoum, Sudan June 2018 -Present**

* Formulate marketing strategies to obtain business from respective customers to maximize maintenance capacity and utilization.
* Develop and implement Aviation Maintenance Canter Marketing Plan to achieve target revenues, and establish new business and joint operations with other Companies, MRO, operators, and approved organizations.
* Market and sell maintenance, repair, overhaul services, and other services to various customers and ensure customer satisfaction for repeat business.
* Develop a strategic outlook on assigned regions and successfully implement Maintenance Marketing Plan to achieve target revenues.
* Generated annual revenue forecasts and implemented process improvements. Composed and prepared routine correspondence, letters, and reports with job-related software.

• Provide trustworthy feedback for top management, Build long-term relationships with internal and external customers

• Monitor and analyse market trends, competition, and customer needs to inform business decisions.

• Collaborate with internal teams to optimize product distribution, supply chain, and marketing efforts.

• Build and maintain long-term relationships with key distributors and business partners.

• Oversee the launch of new products in various African countries, ensuring compliance with local regulations and market preferences.

• Travel frequently to meet distributors, stakeholders, and assess market conditions.

#### **Sales Engineer Manager**

#### **SAFAT Aviation Maintenance – Khartoum, Sudan July 2013 – June 2018**

Services existing clients, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential clients.

• Focuses sales efforts by studying existing and potential volume of market/deals.

• Perform administrative duties as preparing sales reports, keeping sales records, Filing expense account reports.

• Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, techniques, etc.

• Contributes to team effort by accomplishing related results as needed.

Liaise, negotiate, and enter into contractual/joint operations with other approved organizations with any business that can synergize Engineering and Maintenance activities to reduce cost and improve revenue opportunities

• Submitting mock up sample for client approval.

• After approval and negotiations try to close the deal and receive

Purchase orders.

• Arrange and coordinate delivery and installation of products with operations and production management.

• Submitting the quotations,

#### **EFQM Assessor**

#### **Giad group – Khartoum, Sudan August 2016 -Oct 2021**

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* Strong knowledge of governance corporates framework , polices and procedure , compliance, risk assessment, and internal controls.
* Participate in the evaluation team according to the EFQM model for several internal companies.

***SAFAT Aviation Maintenance – Khartoum, Sudan Mar 2008 – May 2013***

#### **Maintenance Engineer , Planning & Projects Directorate**

* Responsible for the administration of all procedures and instructions for continued compliance with all applicable regulation issued from relative authorities, in particular, Sudan C.A.A.
* Ensure that proper maintenance procedures are being followed.
* Carrying out the responsibility of controlling technical stores & side workshop technically and administratively directly & through supervision of Deputy Chief Engineer.
* Duties included aircraft engineering services to prepare all documentation maintenance needs for, repair, overhaul services, and other services to various activities and ensure satisfaction for repeat business.
* Led manufacturing projects, generating strategy and daily production schedules.
* Conducted oversight for shipping schedules, sales forecasts, and strategic maintenance of inventory while processing customer orders.

**Education**

#### MBA in Project Management

#### University of garden city - Khartoum, Sudan June 2010 -January 2013

#### B.Sc. Honor in Aeronautical engineering

#### Sudan University of Science & Technology – Khartoum, Sudan December 1999- November 2004

**Certificates**

* PMI Risk Management Professional (PMI-RMP) Certificate NO.3844083 MAY 2024
* PMI Project Management Professional (PMI-PMP) Certificate NO. 3791260 MARCH 2024
* EFQM Assessor certificate April 2016, transformation ECAT June 2021

**Courses:**

* Aircraft Service Engineer 2005 SUDAN AIRWAYS
* Time MANAGEMENT 2009
* Basic of Hydraulic & Pneumatic Systems 2010 ZITA
* Business Communication & Reporting Skills, 2011.
* Sales Management 2013
* Customer Relation Management (CRM) 2014
* Project management professional 2012 High Level Sudan.
* Quality management system iso 9001:2015
* EFQM Certified Assessor 2016
* Safety management system (S.M.S) 2011/ 2019
* Integrated management system 2019
* EFQM Certified Assessor Transformation ECAT SECKIN DANISMANLIK CONSULTANCY 2021
* Agile certificate practitioner – August 2023
* Membership of the Saudi Council of Engineers.
* Membership of the General Union of Sudanese.

**Note:All certificates available upon request**