



# ABDULHAFIZ

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## Objectives

A results driven, self-motivated and resourceful managing director with a proven ability to develop and strengthen management teams in order to maximise company profitability and efficiency. Experienced leading and growing all sectors of a business to make it a dynamic and progressive organisation. Possessing excellent communication skills and able to establish sustainable and profitable relationships with customers, suppliers and stakeholders across the world. Now looking for a new and challenging managerial position, one which will make best use of my existing skills and experience and also further my personal and professional development.

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## Experience

### Manager

*Elhilal General trading*

Develop new marketing strategies to quickly capitalize on trends and social media. Restructured several lines to eliminate cash drains and increase overall revenue. Improved profit margin 10% by sourcing new vendors and negotiating favorable contracts. Implemented new quality assurance initiatives to increase product reliability and customer satisfaction.

### General manager

*ELHILALI General Trading LLC, in Dubai, UAE*

Built productive industry and cross-industry relationships to maximize revenue generation. Increased customer satisfaction by improving follow-up and reducing repair needs on products. Grew business 50% over tenure with new products, improved marketing, and lower costs. Established employee operations guidelines to standardize procedures

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## Key Skills

Business development	Cost control	Employee	scale system
Revenue generation	motivation	Decisive	ideas to deployed
Strategic planning	nature, excellent	communication and	products ,31 years of
Program management	fluent in English,	experience delivering	real world
Team leadership	and recruitment	in small and medium	development with c#,
Project coordination			experience working
			autonomously in small

teams. 15 years with Angular js & Angular experience available.

Significant design and UX experience. Real

world experience in writing.

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## Qualifications

### MBA Business administration

*Bournemouth city university UK*

3/1986 - 3/1988

### Secondary school certificate

*Elmanagil city high school*

3/1980 - 3/1986

### Primary school leaving certificate

*Elmanagil city primary school*

3/1971 - 3/1977

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## Interests

Business analysts, and helping people.

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## Achievements

### Managing Director

*C.D. heading limited*

3/1989

Results oriented managing Director driven to manage costs and establish strategic, mutually beneficial partnerships and relationships with users, vendors, and service providers. Adept at creating strategic alliances with organization leaders to effectively align with and support key business initiatives. Excel at building and retaining high performance teams by hiring, developing, and motivating skilled professionals.

Addressed downward overall spending trends (situation) and met sales turnaround and growth goals (task) by identifying and targeting opportunities within the lucrative Gen Y market (action), achieving 110% to 2014 sales plan (result).

*3/1983*

3/1993

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## Languages

English

Arabic

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*Personal  
Information*

**Father Name:** EL HILALI  
**Date Of Birth:** 19/8/1957  
**Nationality:** United kingdom

**Martial Status:** Married  
**Religion:** Islam  
**Address:** The villa Dubai UAE

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*References*

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