

Ayad Al Samman

Import & Export Manager/Director



CONTACT ME

+971 50 4599442, +963 933 21 20 24

P.O. Box. 12911 Rimal Hotel Apartment, Deira - Dubai

info@msco-me.com, ayad@msco-me.com

EXPERTISE

Agent & Distributor for worldwide known Enterprises, Specialized in the field of Power Stations, Road/Rail, equipments for Oil Refineries, Equipments for Cement Industries, Water Treatment Units, Bottling & Filling /Mineral Water.

Performance Management, Staffing, Management Proficiency, Coordination, Coaching, Developing Standards, Financial Planning and Strategy, Process Improvement, Decision Making, Strategic Planning, Quality Management

EDUCATION

➤ **Damascus University**

Master Degree - Field Of Study French Language and Literature, Grade A
Graduated 1976 – 1982

Activities and Societies: Agent of world known Enterprises specialized in the field of Power Stations, Oil Refineries, Road & Rail, Cement Industries and Oil & Gas Fields services.

member of the board of PISOD

member of SBC

member of SGBC

➤ **Freres Mariste**

Dates attended / Graduation 1961 – 1970

LANGUAGES SPOKEN

English, French and German fluently

ACHIEVEMENTS

- Succeeded executing Three Power Stations between 1994 and 1999 with a total capacity of 2500 MW.
- Owner of Company under the name MOUKHTAR SAMMAN Co. Establish on September 1980 – Present

EXPERIENCE

Middle East Group Focal Investment which is working under the umbrella of Middle East Group
General Manager – May 2016 till date

- Develops strategic plan by studying technological and financial opportunities; presenting assumptions; recommending objectives.
- Accomplishes subsidiary objectives by establishing plans, budgets, and results measurements; allocating resources; reviewing progress; making mid-course corrections. Coordinates efforts by establishing procurement, production, marketing, field, and technical services policies and practices; coordinating actions with corporate staff.
- Builds company image by collaborating with customers, government, community organizations, and employees; enforcing ethical business practices.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art
- Innovative executive sales leader with proven ability to introduce strategic and tactical solutions that improve competitive performance while increasing revenue and profit.
- Highly successful negotiator with reputations for excellent communication skills at all organizational level.
- Specialization: Market access management, Sales Management, New business Development, competitive analysis, sales & distribution.