



Hany Zakaria Raslan

I work in the field of paper products for more than twenty years in the largest companies specialized in paper products in the world, has worked in many production and service departments within the organization gained a lot of experience in the beginning of my career in the maintenance of production lines at Procter and Gamble, the largest American companies in the world of Health products' field then entered the world of paper products through Uni pack Nile Co. one of the companies of INDEVO Group, then worked in the field of corrugated cardboard with Caesar Pac Co. in Kuwait then Al Khat packaging Co. in Kuwait, I finally joined to Shuaiba industrial company since 2011 till 2020. I have trained and obtained certificates in total quality management such as (HACCP, BRC-Internal Audit and BRC-LOP Awareness)

Seeking a position where I can maximize my management and development experience in

***Operations Development Manager**

***International Sales & Marketing**

***Customers Service**

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Date of birth

06-10-1973

Nationality

Egyptian

Experience

Kuwait

November 2011 - November 2020

● Asst -Marketing Manager

Shuaiba Industrial Company

Shuaiba Industrial Company is one of the leading companies in the field of paper products in the Arabian Gulf and the Middle East, It is an ISO 9001:2008 certified company from BVQI. It is also the first paper packaging manufacturer in Kuwait to be awarded HACCP Certification from BVQI conforming to all the local environmental and quality regulations of the State of Kuwait ,

AL -Shuaiba Co. asked me to join the company with the marketing team I work as assistant marketing manager in the paper bags department. I worked to increase the company's sales in the local market and open new markets in the Gulf region.

Among my tasks

-Act as a primary point of contact for any and all matters relating to my major accounts

* Build and maintain strong and long-lasting customer relationships.

* Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors

* Ensure timely and successful delivery of our solutions according to customer needs and goals;

* Clearly communicate the progress of monthly / quarterly initiatives to internal and external stakeholders

Prediction and tracking of key account metrics;

* Identify and develop opportunities within the region and collaborate with sales teams to ensure growth.

I succeeded in increasing the company's sales in the local market and opened the Bahrain market with an average sales of KD 30.0000 per month.

Shuaiba Industrial Area-Kuwait

May 2003 - October 2011

● Foreign Sales&Logistics Executive

AL Khat Packaging

Al Khat Packaging started in 1999 to cover the growing demands of packaging industry in Kuwait, it's mastered the art of packaging and it set off strongly through creating new models and ideas to fulfill the different market needs whether it is big or small companies.

This is how AlKhat shined as a leading company in the field of manufacturing and innovation; Al Khat Packaging maintained the qualities that meet the national standards which got us major contracts in Kuwait, GCC, Middle East and Africa

Al Khat Packaging consider the year 2007 an excellent year for us due to the increase in volume, stability of quality level, and equipment renewing.

These were all accompanied by keeping up with the latest packaging and printing technology along with insisting on getting the latest equipment to keep up with potential markets.

Notable that the name of (Al khat) for packaging industry settled in the market as specialists in manufacturing and supplying fast food packages for important names like McDonalds, KFC, Hardees in GCC, Lebanon, Egypt, Jordan, South Africa and Pakistan. I was the manager in charge of the company's external sales and logistics and i was directly responsible for McDonald's, KFC and Hardees international contracts The Foreign Sales & Logistics Department is responsible for supplying packaging boxes to all distribution companies of McDonald's restaurants in the Gulf, Middle East, South Africa and Pakistan.

- *It is under my responsibility handling and preparing all shipments documents and follow up the shipments procedure until it reaches to destination countries
- *booking trucks for land shipments and containers for freight shipping, and arrange the required documents from the embassy of the country of destination,
- * Examination and approval of the design of products according to the specifications approved by customers and the adoption of new designs from the Department of McDonald's in Singapore and the Department of Kentucky and Hardee's in Egypt
- *Maintaining the facility with various internal and external audits, and working on the application of quality policy in production processes and the application of the principle of HCCAP and PRC.
- *Verify and resolve customer complaints

Free Trade zone. Shuwaikh Port - Kuwait
December 2001 - October 2003

Production supervisor

Caesar Pac Carton & Paper Products Co

Caesar Pac Carton & Paper Products Co. was established in 2001 in the Kuwait Free Trade Zone and has since been the premium provider of corrugated carton in the Kuwaiti & regional Market. Caesar Pac specialize in producing corrugated boxes, both brown and white, 5 color printing, and die-cut boxes including micro-flutes, point of purchase and display cartons. I worked on Launch of Caesar Pac plant operations.through my work at Unipack Nile in Egypt and through the work of the converting department, I was working with the engineers of the French company Martin to install machines and train technicians to work on the production lines. Type of machines after installing the production lines in converting department , The department responsible for converting corrugated paper board into cardboard boxes , By the production lines of French MARTIN and Swiss BOBST

6th of October City -Egypt
November 1998 - September 2001

Quality Assurance Supervisor

UNIPAK NILE

UNIPAKNILE Ltd specializes in supplying a wide range of industrial and agricultural corrugated packaging solutions, as well as delivery boxes and promotional displays. Established in 1996 and located in Cairo, Egypt, UNIPAKNILE Ltd deliver an array of paper-based products meeting the most demanding quality criteria at an optimal price, using standard exographic post-print nishes or high-resolution pre-print solutions as-well-as the latest in at die-cutting technology. At UNIPAKNILE, commitment to minimizing our environmental impact has led us to continually improve our manufacturing processes and systems. This allows us to deliver a sustainable, competitive solution to clients across the North African, Middle Eastern and European markets. I was fortunate to work with the company during the installation of the production lines and the actual production of the factory and participated in the installation and operation of corrugated cardboard production lines And specialization in French printing machines {Martin116 & 924}, through the work in the converting department has gained a great experience in the eld of printing and identification of types of inks and color matching on the Pantone Color measurements and identify the ratios of mixing inks to reach the desired color tone and then moved after a year to the quality department and i was Responsible for receiving paper shipments from Europe and doing the necessary tests to accept or reject the shipment and remained in the quality department until I moved to work at Caesar Pac Co. Kuwait

6th October City -Egypt
February 1994 - November 1998

Procter and Gamble

I joined P&G after I graduated from the Institute of Industrial Engineering, where I trained while studying at Procter & Gamble.

I worked in the Mechanical Maintenance Department of paper products (diapers and sanitary napkins). I gained a great experience in the maintenance of modern production lines where the diaper production line (Pampers) had a modern technology and I was responsible for

- Making production line sizes according to production requirements
- Daily, weekly and monthly maintenance work for the production line
- Follow up the operation of the production line during operation and follow up the mechanical parts of the production line
- Write a daily report of the production line workflow
- Follow the balance of spare parts production line

The company sent us to the Egyptian Aviation Institute for a pneumatics training course
Received several certificate of appreciation in the field of occupational health and quality

Education

2017-2018

• Logistics and Distribution Management Consultant (LDMC)

•Arab British Academy for Higher Education, UK

This study helped me to understand several aspects of logistics services and distribution management and this study is granted and documented by the British Board of Certified Consultants.

Donor

British Professional Council
www.ukpb.org.uk

Academic Accreditation Commission

Association of Colleges and Schools in the UK
www.colleges-schools.org.uk

Executive Board

Arab British Academy for Higher Education
www.abahe.co.uk

Study Overview

Logistics and distribution management include information gathering, transportation and storage of goods and products, and even final transactions from packaging to delivery to markets and consumers. Logistics contributes to a significant part of the time spent on transport operations as well as the availability of part of the funds used in storage, planning, transport, storage and control from source to source of consumption is one of the most important elements for the success of logistics, which includes many other operations, including In that purchase, storage, distribution, packaging and even dealing with customers and the success of the logistics system needs a great cooperation between all these activities, which contributes to the end of the arrival of the required products of the highest quality and on time and at a reasonable cost to the consumer as well as help to increase significantly U Profit institutions and increase the heirsch of competitiveness.

2015-2016

• Specialist Certificate in Marketing and Strategic Planning (SCMSP)

Arab British Academy for Higher Education, UK

This study helped me understand many aspects of marketing and strategic planning. This study has been awarded and documented by the British Council of Certified Professionals.

Donor

British Professional Council
www.ukpb.org.uk

Academic Accreditation Commission

Association of Colleges and Schools in the UK
www.colleges-schools.org.uk

Executive Board

Arab British Academy for Higher Education
www.abahe.co.uk

Study Overview

Strategic planning

Strategic planning is designed to provide the organization, its divisions or even its staff. Strategic planning identifies internal and external impacts from a marketing perspective.

Strategic planning can help you in target markets as well as new competitive threats.

Planning process

This includes defining the overall planning objective, the joint team, collecting data on the internal and external environment, conducting SWAT analysis (strengths, weaknesses, opportunities and threats), developing events and guiding the overall strategic plan in a number of institutions after market segmentation.

Cairo - Egypt
2011 -2016

• Bachelor of Business Administration (BBA)

• **Ain-Shams University, Egypt**

I holds a Bachelor of Business Administration from Ain Shams University for Open Education with a very good grade

Cairo-Egypt
1987-1993

Diploma of Industrial Engineering

Cairo Technical Engineering Institute

Holds a Diploma of Industrial Engineering Department of Mechanical Installations System 5 years after the preparatory stage.

This study provided the knowledge of the engineering world, industrial engineering, maintenance of engineering equipment and maintenance of production lines.

Certifications & Courses Safety Award{ Procter & Gamble } Egypt 1994

Safety Award{ Procter & Gamble } Egypt 1996

Pneumatic Course{Civil Aviation} Egypt 1997

Haccp-Packing Course{TAGI Training} Kuwait 2008

BRC-Internal Audit Training{Global Consultants}Kuwait 2010
