

HISHAM MOHAMED ADEL SALAH

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Fleet Management | Business Development | Supply Chain | Projects Management | Sales & Operation | Business Transformation | Business Analysis | Operations Management | Entrepreneurship

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Riyadh, Saudi Arabia (Residence)

Alexandria, Egypt (Homeland)

Personal

Bachelors. Egypt. 2003 |
IBorn Abu Dhabi UAE. 1980 |
Egyptian citizen.

Work Experience

Jul 2016 – **Director- Fleet and Projects**

Present **Altayyar Group–STRAC (Rent A Car)-Saudi Arabia**



- Managing, monitoring and controlling all key projects related to the company business from initiation phase to closure
- Full setup of company service centers (Tools, equipment, staff Hiring , operation , SOPs, KPI , budgets and standards)
- Full setup of Limousine sector (Fleet, Staff Hiring/training, Sales, marketing , operation , SOPs, KPIs , budget ,targets and Standards)
- Handling All Company Fleet Full cycle (Selection of fleet matching with clients and location requirements, purchasing and selling and maintenance) along with setting KPI for Fleet Dept. and SOPs
- Handling all maintenance of company Fleet applying proactive and Dealers standards
- Lead cross-functional business process (Retail, fleet, service centers warehousing, Inventory management, purchasing) and developing SLAs.
- Managing and expanding an array of accounts (customers)
- Close deals with customers, prepare proposals, pricing quotations, contracts and negotiate all contract terms and conditions with accounts
- Maintain and develop relationship with existing and new client
- Perform vendor assessments and selection criteria.
- Initiate and leads business COVI (Cost Out and Value In) projects all across company sectors for more cost reduction and saving with more value and excellence of services
- Suggest new initiatives to GM that are aligned with business strategy.

Feb 2015 – **National Manager- Transportation and Maintenance**

Jul 2016 **AlSafiDanon (Danone JV with Alsafi Dairy) Saudi Arabia**



- Managing all maintenance Activities for Cold chain covering (Warehouses, Depots ,Depots tools and equipment)
- Managing Company Fleet (Trucks, Vans , Cooling units, vehicles and lifts and forklifts, etc.) full cycle Purchasing ,selling , operation ,maintenance ,fuels
- Managing all Fleet and maintenance procurements , spare parts ,vendors selections and assesment
- Setting KPIs and SOPs for Transportation and Maintenance
- immigration from Manual environment to SAP and IT systems in all maintenance activities , purchases, spare parts issuing
- Hiring caliber senior and junior staff
- Initiating and applying Fleet movement and routes efficiency and Fleet utilization using GPS system
- Lead COVI (cost out Value in) projects within the company activates
- Ensuring goods are stored and transported in conditions that will maintain their quality
- Initiate SLAs between Maint.and Tanrs. Dept. and Sales , Finance and HR.
- Ensuring compliance with occupational health and safety regulations

Target Positions

Senior Manager | Senior Business Development Manager | Senior Operation Manager | Maintenance Head | Fleet Head | Business Transformation Lead | PMO Manager | Director or any other similar leading roles.

Summary

A visionary entrepreneur with Industrial and mechanical engineering bachelor's degree.

Aiming to leverage my skills and experience to directly manage a business that has potential for growth. Since my graduation in 2003, I have been keen to diversify my expertise in several business sectors (Oil& Gas, Tourism Rent a car , Automotive and FMCG) by joining leading and multinational companies. I have mutliable roles and in different projects and assignments, something that helped me to understand business from different perspectives. I worked in Projects management , Operation, sales and marketing, Supply chain , Fleet management .

About me:

I believe in ethics, at work-place and in all life aspects. I have special appreciation for transparency, straight-forwardness, justice and honesty. I describe myself to be serious at work yet friendly, ambitious, not afraid to think out of the box, continuously updating my skills and education. I strongly believe in teamwork, knowledge transfer, recognize people for their skills and efforts regardless of their back-grounds or ranks at work.

Jul 2008 – **Different Senior roles**

Jan 2015 **Hanco Rent A car. Kuwait and Saudi Arabia**



Sep14-Jan15 **Country Manager-Operation. Kuwait**

Jul13-Sep15 **Regional Lease Operation Manager. Saudi Arabia**

Jan13-Jun13 **Regional Rental Operation Manager. Saudi Arabia**

Apr10-May11 **Regional Manager-Central Region. Saudi Arabia**

Jul08-Apr10 **Regional Service and Maintenance Manager. Saudi Arabia**

- Monitoring performance against plan and establishes or revises plans, procedures and standards, as appropriate to maximize profits.
- Maximize revenue and grow market share, within plan objectives and company guidelines.
- Setting monthly goals for each location's key operating performance measurements to include revenue per unit, -revenue, transactions and incremental sales.
- Overseeing and managing the activities performed by the fleet function & Logistics in directing and controlling the downtime, maintenance, repair and/or reconditioning of fleet vehicles and operation process reflect to over business logistics.
- Evaluating the physical inventories to establish and maintain the proper mix and age of lot vehicles forecasting, to ensure the required capacity of the fleet.
- Working with the Corporate Sales Dept., Filed Sale Dept. and Marketing functions to develop sales policy, long-range sales objectives and local marketing plans.
- Plan and organize the required fleet capacity for each location to meet targets and required goals of operation, by buying, replacing, hiring outsourcing
- Hiring, supervising, training, developing, motivates and evaluating the performance of manager and employee staff.
- Managing and expanding an array of accounts (customers)
- Close deals with customers, prepare proposals, pricing quotations, contracts and negotiate all contract terms and conditions with accounts
- Maintain and develop relationship with exiting and new client
- Ensure accurate and timely maintenance & repair are performed according to standards & checking normal working practices.
- Control idle time to reduce loss & Ensure available manpower is most productively.
- Monitor the employee incentive scheme to ensure policies are followed and work distributed fairly.
- Ensure Workshops Control & Time Management procedures are followed diligently.
- Maintaining business records and preparing operational statements and reports
- Ensuring compliance with occupational health and safety regulations

May 2004 – **Fleet engineer- Maintenance and logistics**

Jun 2008 **ExxonMobil. Egypt**



- Daily planning and coordinating of COTs (Company Owned Trucks) between Fleet Dep't, Customer Service, Terminal, Sales and Fuels Stations with respect to Operation, Maintenance and Safety.
- Overseeing the activities performed by the fleet function & Logistics in directing and controlling the downtime, maintenance, repair and/or reconditioning of fleet vehicles and operation process reflect to over business logistics.
- Ensure that the transportation plan is executed and act accordingly in case of any problems occurred
- Communicate with planner to report any trip delays service class and compatibility group modification
- Conduct pre trip safety check to ensure the truck is free from any defects and the driver is following the safety procedure
- Perform all repairs and preventive maintenance for COTs 40+ (company Owned Trucks) along with its tank calibrations Responsible for spare parts vendor selections and procurement for the COTs
- Apply All ExxonMobil standards OIMS and "Vehicles safety management Systems" COTs and on all contractors trucks 500+



Skills

Entrepreneur

Self Reliance | Resilient | Selling Skills | Self Learner | People Communication & Management | Innovative | Customer Oriented

Planning

Set short and long term goals, plan for actions and track progress.

Negotiation

Successfully closed win-win deals which saved hundreds of thousands of riyals.

Business Analysis

Enterprise Architecture | Business Capabilities | Business Capabilities | Process Design | Kaizen | Bizagi | Continuous Improvement | Business Excellence.

Sales

Sales Plan | B2B | Retail Sales | Sales Pipeline | Order to Cash Process | CRM | Listening | Negotiation | Customer Focus | After sales (Sustain & Retain)

Forward Thinking

Visionary, focus on future with clear vision and strong sense of business mission.



Some achievements

Altayyar

- ✓ Established all major service Centers
- ✓ Established and secured all spare parts vendors contracts for the company
- ✓ Established Limousine Sector
- ✓ Awarded contract with Saudi PIF (Public investment fund)
- ✓ Partnership with Two major international transportation leaders

AlSafiDonone

- ✓ Fleet optimization increase by 20%,
- ✓ Cost reduction comparing to 2015 reduced by 7%
- ✓ Applying SLA internally and externally with suppliers
- ✓ Reduce the warehouse & facilities maintenance cost by 10%
- ✓ Changed all Manual environment to SAP for spare part warehouse

Contin.

- Evaluate drivers' performance to ensure follows procedures and Conducting drivers' safety talks and Share in drivers' recognition.
- Participate in Near misses & incident notification reporting
- Conduct Loss Prevention Observation (LPO's) and provide Unsatisfactory Delivery Condition Report (UDCR).
- Perform Pre-Delivery Inspection (PDI) and sites assessment.
- Review & analysis on Truck Computer and fuel consumption and Responsible for route and map card update
- Be available on call when required for any emergencies

Aug 2003 – **Calibration and mechanical engineer-**

Apr 2004 **Encon (Petroleum& industrial technical services). Egypt**



- Calibration of turbine flow meters at ExxonMobil and Shell terminals.
- Calibration of master meter using tank provers and gravimetric method.
- Maintenance of Rotor actuators for Mansoura Ministry of Irrigation.
- Maintenance of Micro Motion mass flow meters.

Education & Training

2003 **BSc industrial and mechanical engineering Science**

Alexandria University, Egypt

2007 **Industrial Management Diploma**

Arab academy for science, technology and maritime, Egypt

Training

ExxonMobil

2004 **Fleet Safety Management**

2005 **Smith system (defensive driving system)**

2006 **Fleet Purchasing and Disposal**

2007 **SAP Fleet Management Module (Oil& Gas)**

Hanco

2009 **Orion Fleet Maintenance system**

2010 **Aramada Fleet Management system**

(Rental, leasing , purchasing & Selling)

AlSafiDanone

2009 **SAP Fleet management Module**

2009 **SAP Maintenance Module**

(Spare parts, requisitions, budgets, CAPEX, OPEX)

**HANCO****Kuwait**

- ✓ Establish all necessary legal identity and business base

Saudi Arabia

- ✓ Maximize the quality of service by 30%,
- ✓ Reduces cost and maintenance by 25%
- ✓ Covering and collection increased by 57% comparing with Year 2013.
- ✓ Revenue of the region increased monthly by 25%
- ✓ Cost reduction of Maintenance reduced 35%
- ✓ Collections of dues achieved 80%, opening three new outlets.
- ✓ Maintenance cost and part consumed reduce with 35%
- ✓ downtime and idle time per vehicle reduced with 53%.

ExxonMobil

- ✓ Gained three award for best outstanding performance in both sides of operations and maintenance in Egypt

Encon

- ✓ Downtime and maintenance time reduced with 20%
- ✓ Awarded three maintenance contract from ExxonMobil.