AHMED SAMIR AL-SAEED MOHAMED

OPERATIONS DIRECTOR | SUPPLY CHAIN & LOGISTICS MANAGER | FINANCE & BUSINESS DEVELOPMENT LEADER

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Email: A.samir351988@gmail.com **| Nationality:** Egyptian **| LINKED IN:** in/

SUMMARY

Results-driven Executive Operations and Business Management Professional with more than 12 years of experience leading operations, finance, supply chain, logistics, and business development functions across the food distribution and trading sectors.

Proven track record of managing multi-branch organizations with annual revenues exceeding SAR 320 million, driving sustainable growth, profitability enhancement, working capital optimization, and operational excellence.

Extensive expertise in supply chain management, inventory control, cold and frozen warehouse operations, transportation and distribution fleets, procurement, credit control, collections, budgeting, financial planning, performance management, KPI development, and executive reporting.

Highly experienced in organizational transformation, process optimization, governance enhancement, internal controls, ERP implementation, and digital transformation initiatives utilizing Microsoft Dynamics 365 ERP. Recognized for building high-performing teams, leading organizational change, and translating strategic objectives into measurable operational and financial outcomes.

WORK EXPERIENCE

Golden Meat Global Company – Saudi Arabia - May 2025 – Present

Operations Director

- Lead and manage company-wide operational, commercial, and financial activities across all branches.
- Oversee supply chain operations, logistics, cold and frozen warehouses, and inventory management.
- Manage transportation and distribution fleets to ensure service level achievement.
- Develop and implement operational strategies that support sustainable growth and profitability.
- Monitor operational and financial performance through KPIs and executive dashboards.
- Supervise operational budgets and optimize resource utilization.
- Lead digital transformation and organizational development initiatives using Microsoft Dynamics 365 ERP.
- Develop operational, financial, and control policies to strengthen corporate governance.
- Provide executive leadership with strategic analysis and decision-support insights.
- Lead cross-functional teams to achieve operational and financial objectives.

Golden Meat Global Company – Saudi Arabia - May 2023 – April 2025

Deputy Operations Manager & Head of Accounts

- Supervised daily operational, financial, and administrative activities.
- Managed cash flow and working capital while improving collection performance.
- Developed operational and financial policies and procedures.
- Prepared and analyzed management and financial reports for executive leadership.
- Led operations, finance, and logistics teams while improving interdepartmental coordination.
- Supported company expansion initiatives and operational efficiency improvement programs.

Golden Meat Global Company – Saudi Arabia - July 2017 – April 2023
Head of Accounts

- Led the finance department and managed budgeting and financial reporting activities.
- Supervised accounts receivable, collections, and cost control processes.
- Developed financial control systems and governance frameworks.
- Supported executive management with financial analysis and business performance insights.

Abdeen Import & Export Company – Egypt - March 2017 – May 2017
Head of Accounts

- Managed accounting operations, financial reporting, and compliance activities.

Zad & Zad Petroleum Services Company – Egypt - July 2016 – February 2017
Head of Accounts

- Oversaw accounting operations, financial controls, and reporting functions.

SWANCO Petroleum Services Company – Egypt - May 2015 – June 2016
Head of Accounts

- Managed accounting activities, budgeting, and financial performance monitoring.

SWANCO Petroleum Services Company – Egypt - August 2012 – May 2015
General Accountant

- Performed accounting, financial reporting, and reconciliation activities

KEY ACHIEVEMENTS

- Managed operational, commercial, and financial activities supporting annual sales exceeding SAR 320 million.
- Contributed to customer base growth from 298 clients to more than 780 clients while expanding market share.
- Led multi-branch operations across Saudi Arabia, covering operations, finance, supply chain, transportation, and distribution.
- Directed cold and frozen warehouse operations, inventory management, and supply chain activities to ensure business continuity and service excellence.
- Led organizational transformation and digitalization initiatives through Microsoft Dynamics 365 ERP implementation.
- Developed and enhanced operational, financial, and governance policies, improving organizational discipline and compliance.
- Improved cash flow management, working capital efficiency, collections performance, and credit risk control.
- Designed executive KPI frameworks and performance dashboards to support strategic decision-making.
- Supervised HR and administrative functions, organizational structure development, and performance management systems.
- Led multidisciplinary teams across operations, finance, sales, logistics, warehousing, transportation, HR, and collections.
- Participated in strategic growth and expansion initiatives aligned with the company’s Vision 2030 objectives.
- Enhanced operational efficiency, profitability, productivity, service quality, and customer satisfaction levels.

EDUCATION

- **Bachelor's Degree in Management Information Systems (MIS)**
- Grade: Good
- Graduated: 2010

CORE SKILLS

- Operations Management
- Business Administration
- Supply Chain Management
- Logistics Management
- Warehouse Operations & Inventory Control
- Transportation, Distribution & Fleet Management
- Financial Management & Financial Analysis
- Budgeting, Forecasting & Performance Monitoring
- Working Capital & Cash Flow Management
- Credit Control & Collections Management
- Procurement Management & Supplier Negotiation
- Strategic Planning & Business Development
- Performance Management & KPI Development
- Corporate Governance & Internal Controls
- Risk Management & Compliance
- Organizational Development & Change Management
- Human Resources Management
- Project Management & Business Transformation
- Digital Transformation & ERP Systems
- Microsoft Dynamics 365 ERP
- Executive Dashboards & Reporting
- Leadership, Team Building & Talent Development

TECHNICAL SKILLS

- Microsoft Dynamics 365 ERP
- Enterprise Resource Planning (ERP) Systems
- KPI Development & Performance Measurement
- Executive Reporting & Dashboards
- Financial Analysis & Budgeting
- Supply Chain & Logistics Systems
- Business Process Improvement
- Data Analysis & Decision Support

LANGUAGES

- **Arabic:** Native
- **English:** Intermediate

REFERENCES

- Available Upon Request