

Mohamad Al Hasan

604-704-7151 | mj.alhasan@gmail.com | Victoria, Canada

PROFILE

A determined professional with more than seven years experience of managerial responsibility in multiple industries with international experience. Excels in business development through the generation of innovative ideas, entrepreneurial and resourceful with the depth to understand the design of feasible solutions, envision their potential, justify their deployment, and the data literacy to analyze and measure impact after implementation.

PERSONAL INFORMATION

JOB RELATED SKILLS	Innovative thinker, opportunity development, program, project & team management
DEGREE	Bachelor of Electrical Engineering, University of British Columbia, 2006
DRIVING	Class 5 B.C. Driver's License
NATIONALITY	Canadian citizen

EXPERIENCE

2019 - Present	Sales Representative - Scryptech, Victoria BC
COMPANY INFO	Software Development Services
ROLE	Responsible for generating leads and meeting sales goals. Sales rep duties include presentations and service demonstrations with potential clients. Scryptech provides an extended software development arm for startups in the mobile, web and cloud market.
HIGHLIGHTED PROJECTS	• Generating leads • Negotiating all contracts with prospective clients • Preparing and submitting sales contracts for orders • Visiting clients and potential clients to evaluate needs or promote products and services
2015 - 2017	Project Manager, Sales Representative - ACS Wireless Inc., Vancouver Dubai
COMPANY INFO	Smart city solutions and systems provider
ROLE	Managed business development and technical sales, primary influencer of company's business strategy in Vancouver. Responsibilities included developing opportunities, concepts and client accounts, proof of concepts, consulting and program management.
HIGHLIGHTED PROJECTS	• Managed the installation of the first wireless LED street lighting control system in Dubai for the Dubai Canal bridge. • Designed and managed the outsourced development of a panoramic view selfie app. • Supported pitch presentations of use cases for technical solutions and Smart Cities Pilot systems project to Abu Dhabi Municipality, Dubai Airport, Dubai Ports, Road & Transportation Authority, Dubai Expo 2020.

2011 - 2015

Product Manager, Account Manager - Flagship Projects, Dubai

COMPANY INFO

Digital media and design services

ROLE

Project manager assisting in mobile app concept designs including development, UX design, and analytics. Team lead of developers and designers locally and internationally. Prepare proposals, estimates, quotations, specifications, deliverables, invoices, and follow payments. Manage delivery plans, tasks, resources, tools and time tables. Sales, new client acquisition and retaining existing client satisfaction. design the wire-frames for many projects to assist in communication the concept design between all parties such as the designers, developers and client.

HIGHLIGHTED
PROJECTS

- Development of Rufoof, the first Arabic mobile digital bookstore in the Apple store which digitized and sold books from several local and regional publishing houses.
- Project lead for storing of digital publications and mobilizing them to be viewed on iPads for Dubai Culture and Abu Dhabi's Environment Agency.
- Managing a portfolio of projects of end to end mobile solutions for government client accounts.
- Delivered more than 50 mobile and web products to leading government entities

2009 - 2011

Project Manager - SCALE Electromechanical, Dubai

COMPANY INFO

Electromechanical contracting services including Electrical, HVAC, Fire Fighting, and Plumbing

ROLE

- Led a team of 30+ electricians + foremen and managed outsourced contractors. Involved in projects from the pre-design stage and delivered completed electrical systems.
- Ensure project engineering activities align with company and contract requirements in order to stay on schedule while following safety and quality guidelines, policies and procedures.
- Provide technical support for efforts including; participating in construction planning, design and interpretation of design of technical specifications, application of construction methods, resolution and documentation of design conflicts, constructible reviews, etc.
- Responsible for the development of coordination and electrical layout drawings and assist in review of shop drawings to ensure their compliance with contract documents
- Represent the company at client and project meetings
- Succeed in a deadline driven environments
- Develop plans, specifications, cost estimates, schedules, and planning documents
- Manage project orders, invoices, and payments
- Solid knowledge in the application of the Electrical Code
- Manage low voltage, lightning, switch gear, cable, wire, lighting, power design
- Manage Audio Visual, CCTV, Access, and other control systems