

CURRICULUM VITAE

MOHAMED ELFATIH OSMAN ELNOUR

EDUCATION

2014	PhD student - University of Khartoum (The effectiveness of marketing serves on business performance) University of Khartoum Sudan
2009	Master of Business Administration (MBA)
2006	University of Khartoum Sudan Bachelor of Business Administration - Honor Degree

WORK EXPERIENCE

May 2014 – Present	Aag Training center General Manager <ul style="list-style-type: none">• Develop marketing plans, strategies and policies.• Manage daily and strategic efforts.• Attend meetings as needed.• Develop new training programe with marketing department.
Jan 2013-july 2013	Maastricht School of Management –the Netherlands Researcher <i>I am working in a research project on marketing effectiveness area for a period of six month</i> <i>In this period I attended the following courses:</i> <ul style="list-style-type: none">- Research Methods - Business in the Global Arena- Finance in International Markets - Marketing in the Global Context- Marketing of Services - Global Supply Chain Management- Leadership, Change and Responsibility
2008 – May 2014	University of Khartoum Consultancy Corporation Marketing Manager; Marketing Consultant <ul style="list-style-type: none">• Develop marketing and promotions plans, strategies and policies.• Manage daily and strategic promotional efforts.• Review all daily topical promotions and attend meetings as needed.• Maintaining effective relationships with suppliers, potential partners and customers.• Arranging and conducting client and membership meetings.

ADDRESS:

Khartoum
Sudan

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DATE & PLACE OF BIRTH:

22.01.1985
Sudan (Khartoum)

NATIONALITIES:

Sudanese

IT SKILLS:

MS Office, SPSS; Adobe
Photoshop.

MARITAL STATUS: MARRIED

PERSONAL SKILLS:

- Hard-working and goal-oriented
- Good sense for planning, organization and time
- Team player
- Excellent problem-solving skills
- Attention to details
- Strong communications skills
- Flexible and Quick learner
- Ability to lead, manage and coordinate...

2009-present	<p>University of Khartoum</p> <p>Lecturer</p> <p>I taught the following courses:</p> <ol style="list-style-type: none"> 1- Marketing Management. 2- Principles of Marketing. 3- Promotion Management. 4- Financial Markets Management. 5- Financial Markets acts. 6- Managerial economic. 7- Micro-economic . 8- Investment portfolio management.
2009	<p>Bsent Magazine</p> <p>Marketing Department</p>
2007-2009	<p>Khartoum Stock Exchange</p> <p>Research and studies Department</p> <ul style="list-style-type: none"> • Prepare analytical bulletins daily, weekly and monthly. • The preparation of the training programs offered by KSE to trainers. • Follow-up to economic news in daily newspapers and specific news related to KSE. • The preparation of pages in magazines and newspapers to investors. • Doing studies and research to develop the Khartoum stock exchange. • Doing research in various financial topics and, training course, workshop that KSE participate in national and international event.
2006 – 2007	<p>Innovative Solutions Company</p> <p>Marketing Department</p> <ul style="list-style-type: none"> • Develop integrated strategic marketing plans using a variety of marketing. • Manage all ministry marketing communications programs including advertising, public relations, seminars, events, conferences, analyst and market research management. • Responsible for the development, implementation & maintenance of the public relations plan. Research marketing needs and analyzes marketing tends. Reports to the Executive Director. • Create and execute of a well rounded, highly targeted marketing plan. • Research media to determine those that offer the best vehicle for advertising. Determine the best media for advertising efforts. <p>Oversee firm’s electronic marketing efforts including supervision of Web site design and maintenance</p>

TRAINING & CONFERENCES

- 2015 Time Management Training Courses
SUDAN
- 2015 Marketing & Sales Management Training Course
SUDAN
- 2015 International conference on Islamic Banking
IRAN
- 2014 Marketing & Sales Management Training Course
SUDAN
- 2014 Global Marketing Training Course
SUDAN
- 2013 Job satisfaction and organizational commitment workshop
SUDAN
- 2013 Feasibility study training course
SUDAN
- 2013 International conference on Islamic Banking
IRAN
- 2012 Marketing and sales management training courses
SUDAN
- 2012 International conference on Islamic Capital Markets & banking systems
IRAN
- 2011 3rd International Orientation Course on Islamic Capital Markets
IRAN
- 2010 Training program in SPSS for marketing analysis
SUDAN
- 2010 Seminar in Marketing Financial Services
MALAYSIA
- 2010 Principles of Financial Analysis
SUDAN
- 2009 General English Course in Oxford House College
UNITED KINGDOM
- 2009 EDUCATION PREPARATION course
SUDAN
- 2009 Conference on Islamic bonds
IRAN
- 2008 Investment in bourses and global markets training course
UAE
- 2008 Conference in Capital Flows Between the North African Countries
MOROCCO
- 2007 Egypt Stock Exchange : I spent one month in ESE As trainee.
EGYPT
- 2004 Islamic Bank of Yemen: I spent one month in IBY As trainee.
YEMAN
- 2003 Animal Resources Bank: I spent one month in ARB As trainee.
SUDAN

RESEARCH EXPERIENCE

- 2015** Supervise research titled the impact of Social Media Marketing on brand loyalty.
- 2014** Supervise research titled the impact of services quality on customer satisfaction in Sudanese banking sector.
- 2013** Visited Imam Sadig University in Iran.
- 2012** Present paper in 4th Islamic course in Iran titled the environment of Sudan banking industry.
- 2012** Supervise research titled the impact of marketing mix efforts on sales volumes.
- 2011** Visited Sapienza University in Italy.
- 2010** Visited Multimedia University and USM University in Malaysia.
- 2009** Visited Coventry Business School (one of the Europe's largest Business Schools) subsidiary to Coventry University in UK.
- 2008** Submitted training courses titled as (The principles of Investment in Stock Exchanges and Capital Market) - Dubai.
- 2007** Submitted research paper titled as (Capital flows between Sudan and the North African countries) – Casablanca –Morocco, this conference organized by UN Economic Commission for North Africa.
- 2006** Submitted research paper titled as (Electronic Marketing) as part of the marketing research course- University of Khartoum.
- 2006** Submitted research paper titled as (Technology of Organization) University of Khartoum.
- 2006** Submitted a thesis in partial fulfilment for awarding The B.Sc degree in Business administration. Title as (SMS Application on business community). Study case: Alrasilat links co.
- 2005** Submitted research paper titled as (An employment of academic employee information system) case study “University of Khartoum “.
- 2004** Submitted research paper titled as (marketing strategies for Nile petroleum co.) University of Khartoum.

LANGUAGE SKILLS

Native Language: **Arabic**

<i>Foreign Languages:</i>	<u>Reading</u>	<u>Writing</u>	<u>Speech</u>
English	<i>Excellent</i>	<i>Excellent</i>	<i>Excellent</i>

REFERENCES

1. Prof.Ali Abdala Ali - Khartoum Stock Exchange- +249912132418
2. Dr. Osman Abd Alrahman Abddalla - UKCC General Manager - +249912173412.
3. Dr.Osman Abd Alrahman Abdalla - Head of University of Khartoum Consultancy Corporation - Mobile: +249912173412
4. Dr.Azahr Hassan Grafi - Business Administration Department - of Khartoum- mobile : +249912132192
5. Dr.Ali Omer Alsheikh - University of Khartoum - mobile : +249911270282