

NABIL ISMAIL YAGHI

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Personal Information:

Marital status: Married.
Nationality : Palestinian.
Date of Birth : September.01.1975
Place of Birth : UAE, Al-Ain
Driving license : yes.
Visa status : Employment



EDUCATION AND QUALIFICATIONS:

- Al ain secondary high school
1993 Al Ain College (Business & Accounting Section), UAE –

Experiences:

• August.2014- till date .:

Belad al rafedeen metal work .

- Working as **Operation manager** in Ajman
- Responsible for managing daily issues in their Areas
- Responsible for managing and mentoring of Supervisors, professional staff, and/or production associates
- Drive process improvements to achieve PD goals for safety, quality, delivery and cost
- Provide input and recommendations for the identification and selection of improvement projects
- Participate in, facilitate, and/or train kaizen or improvement project teams
- Responsible for establishing and meeting project quality, delivery, and cost objectives
- Develop and implement effective means of communicating safety, quality, delivery and cost related metrics to Teams
- Interface effectively with other Managers to achieve overall goals using shared resources
- Complete performance and development reviews for direct report associates
- Work with Design and Implementation teams on manufacturability, capability, reliability reviews
- Manage labor availability to complete work load and work to enhance cross-training for increased labor flexibility
- Assist in data collection and analysis for new business opportunities
- Monitor departmental budgets and assist in defining annual operating and capital budgets. Has budgetary approval responsibility.

• **November.2011- till JUNE2014.:**

Al-Jazeera paints UAE & KSA.

- Working as **Projects Sales Department In- Charge** in dubai
- responsible for the supervision of administration and customer service within The Sales and Marketing department and will be central to analyzing, forecasting and driving all sales order processes
- The ability to identify problems, analyze information and develop conceptual solutions to complex challenges is essential.
- Entails cultivating and maintaining excellent business relationships with internal and external customers (Clint's, Consultant and contractors...Est.
- Business Development(Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities)
- Maintain a high level of personalized customer service at all times.
- Responsibility for answering customer queries and complaints and dealing with them effectively.
- **Projects:-**
 - 8 towers Ajman Pearl (G+6parking+30floor) in Ajman.
 - Community Mall in ajman
 - 20 warehouse in Sharjah
 - Sharjah bank tower (G+6+40 floor)

• **Feb.2007 till December .2009:**

CRSS Int'l Inc. (Jacobs Group)

- Working as **Project coordinator & Document controller** in the Abudhabi.
- Attend client meetings and assist with determination of project requirements
- Prepare project organization and communication charts
- Assist the PM in the review of Contractor quotations to ensure that only fair and reasonable pricing is recommended for approval
- Keep the Project Manager (PM) and others informed about project status and issues that may impact client relations
- **Projects :-**
 - Al-Ain cement Factory

- Jan-2005 till Feb.2007:

Delta Line General Contracting

- Working as a **Administrative & Purchasing Supervisor**,
- Manage and coordinate the procurement of City materials, supplies, equipment, and services
- Coordinate the work activities of the department, schedule
- Assists with preparation and monitoring of departmental budget

- May-2001 till Jul-2003:

Al Hawi furniture

- Working as a **Show Room supervisor**.
- Responsible for achieving the monthly and yearly sales targets for the showrooms and projects and to ensure that all staff understand these targets and to deliver the results for the business.
- Ensure that levels of customer service exceed customer expectations
- Directly responsible for the development and growth of project sales
- Recommend new product line and business areas to grow the business

Languages:

- Good in reading, writing and conversation in both Arabic and English languages.

Special skills:

Communication Skills:

- Good interpersonal skills.
- Good communication and team work skills.

Computer Skills:

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- Windows (98, ME, 2000,XP),
- MS Office (97, 2000,2007, XP) suite (Word, Excel, Access, PowerPoint)

Career Objective::

Seeking a supervisory position in a challenging and progressive environment, whereby I could utilize my professional engineering expertise, extensive ability to interact with senior management and the business community effectively.