

Akram Mohamed Ahmed Elhag

Associate Professor Marketing Adm. & Enterpenureship
Vice President, Garden City University

Khartoum, Sudan

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OBJECTIVE

Transform into global professional and academic through reinforcement of my skills in the field of business administration, developing a career by taking up challenging assignments.

QUALIFICATION SUMMERY

Over 15 years of experience for business administration including commercial, customer service, Project Management, and marketing and 12 years of experience as university lecturer and five years as head of business administration section. With participation in National and international events.

ACADEMIC EXPERIENCE

- **Vice President, Garden City University** 2020 – till now
- **Dean, Faculty of Economics & Management Sciences**
Garden City University 2019 - 2020
- **Dean, Quality & Development Deanship**
Garden City University April 2017 2019
- **Lecturer/ Business Administration Head Section**
Garden City University April 2017 Current
Faculty of Management Sciences
Research supervisor
- Teaching Courses:
 - Small Business & Entrepreneurship
 - International Marketing
 - Business Ethics
 - Sales & Promotion Management
 - Marketing Management
- **Faculty of Higher Studies / M.B.A Program** April 2017 Current
Garden City University
- Assistant Professor Business & Marketing April 2017 Current
Teaching Courses:
 - Foundation of leadership & Team Building B.Sc. & MBA students
 - Current Issues in H.R – For MBA students.
- **Al Jouf University - K.S.A** April 2013–30 Oct 2017
Head Of Business Administration Department
- **Al Jouf University - K.S.A** April 2012–30 Oct 2013
Assistant Professor Business Administration Department
Teaching Courses:
 - Sales & Promotion Management
 - Marketing Management
 - Entrepreneurship for B.Sc. & MBA students
 - Business Communication.

- Strategic Management.
- Principles of Business Administration.
- Principles of marketing.
- Principles of Economic.

- Sudan Open University

August 2010 – 2011

Teaching Courses:

- Financial Management
- Managerial Statistics
- Organizational Behavior

PROFFESIONAL EXPERIENCE

Enterpenureship Centre SUDAN 2030 Founder & CEO	January 2019
Saudi Aramco Company (Contractor)	Nov. 2010 - 2011
Project Manager Tanjp Camp	
Ministry of Science & Technology	
Assistant Professor – Projects Unit	1 st Nov 2002– 2011

TRAINING & CERTIFICATIONS

- English for Business and Entrepreneurship, University of Pennsylvania, Online Professional English Network (OPEN), sponsored by the U.S. Department of State.2020.
- The Accreditation Requirement for Higher Educations Corporations. Al Jouf University 2017.
- Training Techniques & Method Sudan Academy of Administrative Science 2012
- Principles financial Accounting Certificate (higher institute for banking and financial studies) 1997
- Time management certificate Higher Institute for Banking and Studies 2003.
- Basic MS Office computer (.I.C.T) Training Center (Ministry of science &Technology). 2004
- Electronic Government (I.C.T) Training Center (Ministry of science &Technology). 2005
- Project Management Course "I.Tech " Training Centre 2011. Khartoum
- Capacity Building Progreamme For Senior Civil Servants “ Sunacel 2010
- Essentials P.C Hardware & Soft Ware(Cisco Academy ,U.S.A 2009
- English language (Intermediate and kernel levels) almayan institution 1993 .
- English language Certificate –Ministry of science and technology.6 Month 2003
- English language Certificate–Cambridge College Sudan Branch (2005)
- English language Certificate–Cambridge College Sudan Branch (2006) .
- Strategic Planning for Non Governmental Organization 2009.

EDUCATION

Sudan Academy Of Science

PhD .Business Administration

March 2011

Sudan Academy Of Science University

Master of Business Administration (M.B.A)

Jan 2005 – Dec 2007

University of Gaziera - Collage of Higher Graduate

Jan. 2004 – Feb. 2005

Higher diploma degree in Computer Science

University of Juba- Faculty of Administrative and Social Studies

BSc. Business Administration

Jan. 1996 – Feb. 1999

Translation Diploma

2008

Selti Institute

Quality Management Professional

2014

Quality for Life Academy Egypt

L.N.P Diploma

2005

National Training Centre

PARTICIPATIONS

- Participated in workshop of Experts on Quality in Education, Organized by Regional Centre for Quality in Education (UNICCO) . Rotana Salam Hotel –Khartoum August 2018
- Participated in Entrepreneurship Conference -Corinthia Hotel Khartoum 2017
- Participated in 1ST Saudi Scientific Publishing Conference 28-30/1/2014 – King Khalid University, Ab ha, K.S.A.
- Participated in Symposium on Economic & Social Prospects for Tourism in Arab world - Organized by Federation of Arab Scientific Research Council- K.S.A 2015.
- Participated in Workshop "The Importance of the scientific Department in University life workshop for University leaders- Al Jouf University 2013 K.S.A
- Participated in The East African Telecentre Leaders Forum (EATLF) Khartoum 2008 .
- Participated in "Regional Follow-up to the Outcome of the World Summit on the Information Society", Damascus, 16-18 June 2009.
- Participated in Workshop On "knowledge hub in disadvantage societies"(Organized by ESCWA Organization) 14-16 JAN 2010 – Khartoum
- Participated in Telecentre Leaders Forum - Middle East and North Africa MENA and Egypt
- Participated in Telecentre Academy Forum at the Smart Village, Cairo, Egypt January 2426, 2010
- Participated in Higher Education and Scientific Research Symposium within Framework of Arab- China Cooperation (Khartoum :9 – 11 November 2009
- Participated in E - India2008 Conference new Delhi 29 -31 July 2008.
- Participated in Expert Group Meeting on Developing the ICT Sector in the ESCWA Region Beirut, 11-12 March 2009
- Participated in E - ASIA2009 Conference Kuala- Malaysia - July 2009.

PERSONAL SKILLS

- Excellent communications, organization, and presentation skills.

- Achieve and maintain a high level of internal and external customer satisfaction.
- Responsible and self-motivated.
- Energetic and ambitious.
- Analytical problem-solving skills.
- Ability to work under pressure.
- Have extensive knowledge of Microsoft office, Call center systems (IPCC, CISCO)

Studies, Scientific Papers & Published Books

Books:

- Insurance and risk management.
- The fundamentals of Entrepreneurship.
- Electronic Marketing & Prospect of E- Trading in Sudan.
- Management and Financing of Investment and Real State Companies.

Scientific Published Papers :

- Relationship between Export Promotion Programs and Export Performance: Does Perceived Usefulness Matter?
International Journal of Science and Research (IJSR) ISSN (Online): 2319-7064 Index Copernicus Value (2015): 78.96 | Impact Factor (2015): 6.391.
- COMMITMENT AND TRUST AS POTENTIAL FACTORS IN ADVERTISING STRATEGY AND EXPORT PERFORMANCE (A STUDY ON SUDANESE EXPORT FIRMS). International Research Journal of Marketing and Economics Vol. 4, Issue 1, January 2017 Impact Factor-5.671 ISSN: (2349-0314) ©
- The Concept of Human Treatment in the fiction of Graham Green, Journal of international Development, Vo27, 2014.
- Prospective approach to Explore English Language Learning Skills .GLIMPSES Journal, Vol, No 4 Dec 2014.
- Apply The principles of Total Quality Management and Its Impact on Academic Performance in Saudi Arabia Universities', Social & Humanities Studies Journal .Vo 11 January 2015.
- Expert Group Meeting on Developing the ICT Sector in the ESCWA Region.2008
- Indicators of Information and Communication Technology In the Sudan 2009. Scientific Study requested by ESCWA 2009.
- Fundamentals of Knowledge Conference. Sudan University Of Science & Technology, 2012.
- The Scientific Publishing in Saudi Arabia Universities', Social & Humanities Studies Journal .Vo 11 January 2015.
- Tourism & It's Role in Achieving Economic & Social Development in Arab Countries (Qatar & K.S.A) Arab Journal For Studies & Research ISSN2522-2372 - OCT 2018

LANGUAGES SKILLS

- Arabic: Mother Language.
- English: Fluent.
- French : Good

Awards & Appreciation

- Appreciation Letter from Garden City University President for Excellence Work .2018.
- Appreciation Certificate from regional Centre for Quality in Education (UNICCO) .2018.
- Appreciation Certificate from Garden City University as Coordinator of Entrepreneurship Day Festival in University 2017 .
- Appreciation Certificate from Dr. Massad Elsharari the Dean of the Arts &Science College – Al Jouf University . 2013.
- Appreciation Certificate from Dr.Meshal Elanazi the Dean of the Arts &Science College – Al Jouf University . 2017
- Appreciation Certificate from Garden City University for excellence Performance 2017 .
- A Certificate of thanks and appreciation from the deanship of student Affairs –Al Jouf University tp participate in Community Activates.
- Appreciation Certificate from Saudi Aramco Company 2010 .

PERSONAL INFORMATION

- Date of birth: January 1973.
- Gender: male.
- Religion: Muslim.
- Nationality: Sudanese.
- Marital Status: Married.

REFERENCES

- **Work:**
 - Professor. Hassan Abass 00249912367059.
- **Work:**
 - Professor .Hummodi Ahmed Saeed 00249123101048.
- **Work:**
 - Ass. Prof : Nasir Eisa 00966594357843
- **Family:**
 - Ass. Prof : Sami Hassan Omer Salih 00249122045707 – Sami Salih @outlook

Certifications: Available up on request