SINAN A. HAMZAH AL-ETHAWY

GENERAL OPERATIONS & MANUFACTURING MANAGER

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PROFESSIONAL PROFILE

Manufacturing and operations leader with experience across production, procurement, finance, sales and people management. Leads multidisciplinary teams and directs company-wide operations. Combines hands-on technical expertise with business leadership, including factory relocation, production-line commissioning, sales-branch development and ERP implementation.

PROFESSIONAL EXPERIENCE

YILDIZ COMPANY

Factory Manager — Executive Operations Leadership

Baghdad, Iraq | December 2012 – Present

Joined as a CNC machine operator before taking on purchasing, inventory, CNC design programming and sales responsibilities, then progressing to broader company leadership.

- **Operations leadership.** Direct manufacturing and business operations, exercising broad decision-making authority across production, commercial activities, administration and support functions.
- **Manufacturing and maintenance.** Lead HDF and PVC door production, production planning, quality and maintenance. Operate, maintain, diagnose faults in and repair factory production lines and equipment.
- **Financial oversight.** Oversee budgets, expenditure planning, cost control, profitability monitoring, customer receivables and cash collections.
- **Procurement and sourcing.** Lead local and international supplier selection, machinery and raw-material sourcing, commercial negotiations and purchasing decisions.
- **Commercial management.** Oversee sales branches, sales performance, customer relationships and debt collection. Coordinate sales, production, finance and logistics.
- **People leadership.** Manage recruitment, employee termination, salaries, incentives, performance reviews, training, organizational structure, delegation and crisis response.

CORE CAPABILITIES

Strategic planning • General operations management • Financial oversight and cost control • Organizational development • Manufacturing management • Industrial expansion and commissioning • Quality management • Procurement and international sourcing • Sales management • ERP implementation • Supply chain and inventory management

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ACHIEVEMENTS & QUALIFICATIONS

SELECTED ACHIEVEMENTS

- **Factory expansion | 2020 & 2026.** Directed factory relocations and capacity-development projects, including a move to a larger facility in 2026. Personally planned relocation, installed machinery and commissioned production lines.
- **Industrial recovery | 2016.** Led factory relocation and restoration of manufacturing operations after a major fire, including installation and restart of new production lines.
- **Sales-branch expansion.** Led the end-to-end setup and operational launch of sales branches.
- **ERP implementation.** Led deployment of an operational ERP system, defined business requirements and coordinated implementation with software developers.
- **Manufacturing modernization.** Developed production capabilities using CNC machinery, industrial presses, HDF door painting and finishing systems, new raw materials and supporting processes.

TECHNICAL & INDUSTRIAL EXPERTISE

- **CNC machinery.** SCM (Italy); AES and MOON CAM (Türkiye).
- **Industrial presses.** Wemhöner (Germany); Kocayusuf (Türkiye).
- **Production processes.** HDF/PVC doors, HDF painting and finishing, CNC design programming, industrial line installation and commissioning.
- **Maintenance.** Preventive and corrective maintenance, fault diagnosis, troubleshooting and equipment repair.
- **Industry engagement.** Regular visits to industrial exhibitions in Türkiye to evaluate suppliers, manufacturing technologies and raw materials.

EDUCATION

Bachelor’s Degree in Information Engineering — Computer Networks

Al-Nahrain University | Baghdad, Iraq | 2011

PROFESSIONAL TRAINING

Cisco CCNA — Coursework completed; not certified.

LANGUAGES

Arabic: Native | English: Intermediate | Turkish: Basic