

EDUCATION

Durham (North Carolina), USA

CERTIFICATE IN SPORTS AND SOCIETY

DUKE UNIVERSITY
2020 - Ongoing

Evanston (Illinois), USA

CERTIFICATE IN SPORTS MARKETING

NORTHWESTERN UNIVERSITY
2020

Louvain, BELGIUM

CERTIFICATE IN SUPPLY CHAIN MANAGEMENT

UNIVERSITÉ CATHOLIQUE DE LOUVAIN
2020

Louvain, BELGIUM

MASTER IN SPORT ORGANIZATION MANAGEMENT

UNIVERSITÉ CATHOLIQUE DE LOUVAIN
2013

Aix-Marseille, FRANCE

MASTER LEVEL IN ECONOMY AND BUSINESS MANAGEMENT

UNIVERSITÉ DE LA MÉDITERRANÉE
2000

Aix-Marseille, FRANCE

BA IN ECONOMY AND BUSINESS MANAGEMENT

UNIVERSITÉ DE LA MÉDITERRANÉE
1999

LANGUAGES

 **French** Native
  **English** Fluent
  **Spanish** Intermediate
  **Arabic / Swahili** Beginner

Athletics Events' Experiences

ROLE	EVENT	YEAR
Team Leader	World Championships	2009, 2011, 2013, 2015, 2017, 2019
	World Junior Championships	2006, 2008, 2012, 2016
	World Youth Championships	2015, 2017
	African Senior Championships	2012, 2014, 2016, 2018
	African Junior Championships	2009, 2019
	African Youth Championships	2013, 2015, 2019
Chief of Mission	Olympic Games	2008, 2012, 2016
	African Youth Games	2014, 2018
	Arab Games	2011

Athletics' Diploma

- 2008** World Athletics (former IAAF) development Strategy Seminar
- 2006** World Athletics Coach's Diploma Level III in Combined Events
- 2005** World Athletics Coach's Diploma Level II
- 2000** French Athletics Federation's coach diploma / Federal Instructor
- 1998** French Athletics Federation's jumps official certificate

Committee involvement and Key achievements

Association of National Olympic Committees of Africa

- Communication-Marketing Consultant (2016)

Confederation of African Athletics

- Council Member (2015 – Present)

Athletics Federation of Comoros

- President (2010 – 2020)
- General Secretary (2006 – 2010 / 2020-Present)

Organizing Committee of the International Marathon of Comoros

- General Secretary (2010 – Present)

Tennis Table Association of Comoros

- President (2006 – 2016)

African Athletics Confederation, Southern Region

- General Secretary (2011-2015)
- Executive Member (2015-2019)

International Association of Ultra Running (IAU) - AFRICA

- General Secretary (2017-present)

Triple Jump, International Athlete

- French team (1996-2000)
- Comorian team (2000-2005)

Triple Jump National University

- Champion (2000)



Hilmy ABOUT SAID


Candidate for the position of
Executive Council Member /
DIRECTOR



INFORMATION & CONTACT

 hilmy2000@yahoo.fr

 (+269) 3321977 - (+33) 609530096

 hilmy1977

 <https://twitter.com/hilmycomores>

 <https://www.linkedin.com/in/hilmy-aboud-said-b849845a/>

PRESENTATION



Hilmy ABOUD SAID

Enthusiastic and results-oriented sports consultant and transport / logistics expert with more than 15 years of experience in sports administration, sports management, management of sports related events but also management of transport and transport operations. logistics, supply chains. Having a solid experience in the field of banking / finance with significant experiences.

Combining solid training and in-depth knowledge of the fields, my expertise in campaign development, administrative management and strategic planning is my main strength. In addition to having a proven track record of building strong relationships and maintaining high standards, I can face challenges and take on greater responsibility in an evolving role within an international organization.

Road racing is a worldwide and exceptional phenomenon because it concerns everyone. Classic races, although reinvented, still attract so many people and the ultra-marathon responds to a demand, a need but above all it is an opportunity for a large majority of practitioners to express themselves and perform. I have therefore invested in the development of ultra-marathon races in Africa in particular, which is full of an inconsiderable pool of talented runners. As a manager, I participated in my first experiences in major races in Europe where I had met wonderful people thanks especially to our President Nadeem Khan. We then organized the First 50kms African Championships in Nigeria in 2019. There are some amazing races in Africa with The Two Oceans Marathon in South Africa and in Algeria, in Ziban with their 100km at the Gate of the Sahara.

I can speak 4 languages (French, English, Spanish and Arabic) and Thanks to my knowledge and my desire to make ultra-marathon a great athletics discipline, I can contribute to IAU development.

SKILLS AND EXPERTISE

- ✓ Marketing
- ✓ Leadership & Management
- ✓ Strategic Planning & Organization
- ✓ Global Mindset
- ✓ Excellent Communication skill
- ✓ Coaching & Training ability
- ✓ Result Driven
- ✓ Team Player
- ✓ Analytical Problem Solver

PROFESSIONAL EXPERIENCE

Moroni, COMOROS

ETHIOPIAN AIRLINES
Oct 2020 – Present

CARGO SALES AGENT (JAN 2020 – PRESENT)
MARKETING & SALES MANAGER (OCT 2020 – PRESENT)

- Traffic and Export Management
- Transport documents Issuing
- Implementation and Development of the Marketing Strategy
- Lead the team and Define Sales Objectives
- Building effective Relationships with Government entities (Airport, Handling, civil aviation) and major clients

Moroni, COMOROS

PERFE'O BY HAS CONSULTING
Nov 2017 – Present

EXECUTIVE DIRECTOR - CONSULTANT

- Proactively strategizing for new business acquisitions
- Managing professional and elite athlete career
- Planning and organization of various Sport events
- Tracking and monitoring of targets and budgets
- Road races Consultant/ Coordinator: Africa, UAE, France

Moroni, COMOROS

COMORES CARGO INTERNATIONAL
2008 – Present

MANAGER & OPERATIONS MANAGER

- Building effective relationship with government entities and major clients
- Acting as main point of contact for transport and logistics contracts
- Supply Chain Management
- Managing of day to day operations
- Monitoring the progress and performance of all employees
- Establishing, tracking and managing yearly budgets and balance sheet
- Forwarding Agent
- Advising and providing support as needed on conflict resolution
- Introduced innovative strategies to improve productivity and profitability
- Developed and implemented a new system to facilitate transport of goods between the World and Comoros
- Acted as main point of contact for International Relations

Moroni, COMOROS

COMOROS NATIONAL OLYMPIC COMMITTEE
2006 – 2016

CHIEF OF STAFF (DEC 2012 – SEP 2016)
CHIEF OF MISSION (2006 – 2016)

- Planned and organized development programs
- Attended major Sport Games (Olympic, African, Arab) and assisted the Committee as needed
- Achieved the qualification of athletes for Olympic and Youth Olympic Games

Dubai, UNITED ARAB EMIRATES

DUBAI WOMEN'S RUN
2016 - 2017

CONSULTANT/ COORDINATOR

Dubai, UNITED ARAB EMIRATES

CPI MEDIA GROUP
2015 - 2016

CONSULTANT/ RACE DIRECTOR

Etisalat Kid's Run

Moroni, COMOROS

COMOROS FOR COMMUNICATION Ltd
Janv 2004 – Feb 2007

FOUNDER AND FINANCE MANAGER

- Developed communication strategies for Government entities and NGOs
- Managed of day to day operations
- Established, tracked and managed yearly budgets and balance sheet

Marseille, France

ATHLETIC CLUB PHOCEEN
1998 – 2001

FOUNDER AND FINANCE MANAGER

- Youth and Gender Projects and Programmes Management
- Identified and managed young sports talents

Interim Experience | FRANCE

MUTUELLE GRM
Sep 2007 – Oct 2008

ASSISTANT MANAGER

In charge of Savings and Communication

BNP PARIBAS LEASE GROUP
Jul 2007

BACK OFFICE MANAGER

GROUPAMA ALPES MÉDITERRANÉE
Mar – Jul 2007

INSURANCE SAVINGS BANK ADVISER

CAISSE D'EPARGNE
Aug 2001 – Aug 2003

FINANCIAL ADVISER

NATEXIS BANQUES POPULAIRE
Jan – Jul 2001

TELE-FINANCIAL ADVISER

