

Holds a B. Sc. in Mechanical Production Engineering and has over 9 years hands-on experience working in sales and account management.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 20/01/1987
Gender : Male
Marital Status : Single
Residence : Cairo

EDUCATION

: B. Sc. in Mechanical Production Engineering, Akhbar Alyum Acadamy, 2009

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet
: AutoCAD

TRAINING COURSES AND CERTIFICATIONS

: Project Management Professionals (PMP), 40 PDU's, American University in Cairo (2015).
: Strategic Leadership / FH Insights Dubai.
: BTS Certified, HILTI.
: DEWALT training power tools, Egypt.

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jan. 2018 till now
Employer : Stanley Black and Decker Egypt
Job title : Field Sales Account Manager
Job Description :

- Managing a portfolio of accounts to achieve long-term success.
- Developing positive relationships and handling customers' needs.
- Generating new sales using existing and potential customer networks.

Dates : From Oct. 2017 till Jan. 2018
Employer : SGB SCAFFOLDING EGYPT
Job title : KEY Account Manager
Job Description :

- Development and maintenance of strong and trustworthy relationships to important clients.
- Ensuring the compliance of the customers' needs and wishes as well as of their time schedule.
- Reception of new requests, order modifications as well as complaints by the respective clients.
- Analysis and identification of upcoming needs and opportunities.
- Attendance of meetings with the key accounts and presentation of current offers.

Dates : From Jul. 2015 till Oct. 2017
Employer : HILTI Egypt
Job title : Account Manager
Job Description :

- Prepare and deliver technical presentations explaining products or services to customers and prospective customers.
- Confer with customers and engineers to assess equipment needs and to determine system requirements.
- Collaborate with sales teams to understand customer requirements and provide sales support.
- Secure and renew orders and arrange delivery.
- Plan and modify products to meet customer needs.
- Help clients solve problems with installed equipment.
- Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production.
- Help in researching and developing new products.

Dates : From Aug. 2014 till Jul. 2015
Employer : Roxtec Egypt
Job title : Sales Engineer
Job Description :

- Prepare and deliver technical presentations explaining products or services to customers and prospective customers.
- Confer with customers and engineers to assess equipment needs and to determine system requirements.
- Collaborate with sales teams to understand customer requirements and provide sales support.
- Secure and renew orders and arrange delivery.
- Plan and modify products to meet customer needs.
- Help clients solve problems with installed equipment.
- Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production.
- Help in researching and developing new products.

Dates : From Jul. 2011 till Aug. 2014
Employer : DORMA
Job title : Technical Sales Engineer

- Job Description** :
- Searching for new clients who could benefit from products in a designated region.
 - Travelling to visit potential clients.
 - Establishing new, and maintaining existing, relationships with customers.
 - Managing and interpreting customer requirements.
 - Persuading clients that a product or service will best satisfy their needs.
 - Calculating client quotations.
 - Negotiating tender and contract terms.
 - Negotiating and closing sales by agreeing terms and conditions.
 - Offering after-sales support services.
 - Administering client accounts.
 - Analyzing costs and sales.
 - Preparing reports for head office.
 - Meeting regular sales targets.
 - Recording and maintaining client contact data.

- Field of experience** :
- Experienced account management professional, who can enhance a company's major account market share and reputation.
 - Board knowledge for all the sales operation and along track record of coming up with end to end solutions that will satisfy all parties.
 - Very good at persuading and influencing key decision makers on international environment.
 - Willing to fully own and be responsible for the sales process with the customers.
 - Keen to join company who are experiencing growth and looking to take on even more market share.
 - Skills:
 - Presentation skills.
 - Communication skills.
 - Account management.
 - Strategic Leadership.
 - Creativity and problem solving skills.
 - Project management.