**Tarek**



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***Professional Experience***:

**Sales Manager: A I T .Technology May 2014 till Now) at DUBAI**

-Supervising daily performance of sales team by following up sales achievements

* Manage sales teams to achieve pre-determined operational target by providing and analyzing business plans to meet operation target
* Monitor and evaluate the sales team performance to ensure that the specific portfolios of business performance
* Responsible for ensuring sales processes are efficient and customer complaints are managed by promoting standard sales procedures to the sales team members
* Solving sales problem

**General sales manager: Zotye Egypt (April 2013 till April 2014)**

* Establish zotye web site
* Setting Sales and marketing plan
* Established professional organization structure, policies, functional roles, Job description and responsibilities
* Lunched several new models (V10, Z10, Z300, and T200.) At Auto Mac formula March- (2014)

**Retail sales manager:**

 **GHABUR DISTRIBUTER – HYUNDAI, MAZDA & GELLY: (August 2009 till March2013)**

* Reestablished Sales Department
* Set targets and goals for the company, and planning strategies to achieve them
* Doubled the sales volume and showrooms set by the company
* Finishing deals with Banks and Customers
* Handled 2 branches with 13 employees
* Established a new bank sales Department
* Achieve best distributer at sales (2009-2010-2011)
* Launched several new models (Mazda 3- Gelly Emegrand-New Elantra-Ix35-I20-I30…..)

**Brand Sales Manager:**

**Burgan international - ELSSAYR GROUB DISTRIBUTER NISSAN- HYUNDAI- FIAT:**

**July 2008 till July 2009**

* Establish sales department
* Building sales team
* Design salary & incentive scale
* Setting sales branch target
* Setting 2009 & 2010 sales department budget
* Setting 2009 & 2010 Marketing plan with Marketing department

**Banks Sales Manager**

**AUTO EGYPT FOR TRADING - MOHAMED ELKASRAWY. NISSAN (May 2007 to July 2008)**

* Established Sales Department
* Building Sales team
* Design salary & incentive scale
* Setting sales branches target
* Setting 2009 & 2010 Sales Department budget
* Setting 2009 & 2010 Marketing plan with Marketing Department
* Increased sales by establishing partnership agreement with 10 distributers and maintained strong relationships with dealers

**Banks sales manager& (Assistant General Sale's manager)**

**ARABIAN GROUP FOR TRADING - MOHAMED ELKASRAWY. TOYOTA**

**Jan. 2002 to April 2007**

* Building sales team
* Design salary & incentive scale
* Setting sales branch budget
* Setting sales branch target
* Preparing reports to the chairman

**Traffic Manager**

**SETI FIRST ATOM TRAVEL (Oct. 2000 to Sep. 2001)**

* Established professional organization structure, policies, functional roles, Job description, authorities and responsibilities
* Managed fleet over 150 vehicles
* Set targets and goals for the company, planning the strategies to achieve them
* Continuous supervision for service and maintenance to meet requirements which Having a high standard of customer satisfaction

**Sales Supervisor**

**KIA MOTORS EGYPT (Sep.1996 to November. 2000)**

* Rotated in all Departments for experience
* Launched several new models ( Pride, Sephia, Sportage, Besta, Bongo) to the market
* Created new department ( traffic department)
* Sought clients and followed up

***Education:***

Bachelor of commerce - Business Administration-Marketing Branch, Cairo University- Egypt.

 ***Training coursesـ***

* Sales skills training AT Management and Development Center
* Marketing strategies Management and Development Center
* New model for sale kia motors Egypt
* Basic Technical knowledge Toyota Egypt
* New model for sales Toyota Egypt
* HI Ace for Sales Toyota Egypt

***Personal Information:***

**Nationality** : Egyptian.

**Date of Birth** : August, 23, 1971

**Marital Status** : Married

**Languages**  : **Arabic:** (Mother tongue), **English:** (FLUENT)