 Radwan



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#  **OBJECTIVE**

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**To achieve self-actualization in respective positions by leading, improving and helping others through using my skills and thereby achieving professional excellence.**

#  **EDUCATION**

 **Jami'at Al-Zarqa' Al-Ahliyya Al-Khassa**

 **Accounting and Finance**

 **1997-2001**

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#  **PROFESSIONAL EXPERIENCE**

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 **[Sales and Product Manager ,](https://www.linkedin.com/title/sales-and-product-manager-%2Cprocurement-manager?trk=mprofile_title" \o "Learn more about this title)** [**[ABS Lubricants](https://www.linkedin.com/title/sales-and-product-manager-%2Cprocurement-manager?trk=mprofile_title" \o "Learn more about this title)**](https://www.linkedin.com/company/1818?trk=prof-exp-company-name)

 **[Procurement manager](https://www.linkedin.com/title/sales-and-product-manager-%2Cprocurement-manager?trk=mprofile_title" \o "Learn more about this title). August 2015 – June 2016 - Abu Dhabi**

 **Generally managing Sales, Production, Procurement, Recruitment,
 As a Head of Purchasing Department, my main responsibilities were:
 •Negotiating with all related parties, such as shippers, agents and vendors.**

 **•To Set all the needed arrangements for all international shipments. •Preparing production forecast for a period of 6 months in collaboration with both sales and production departments
•Negotiating with suppliers on all commercial aspects to insure best quality at the best price and best lead times.
• Preparing and releasing orders to suppliers worldwide
• Attending exhibitions worldwide to stay up to date with the latest technologies related to the Lubricants industries
•Maintain professional relationships with all customers and distributors and ensure satisfaction of consumers with all company products and services.
•Seeking for new opportunities by monitoring all regional countries.
•Searching for new potential agents in new potential countries.
•To develop the current countries (market and products portfolio) - Horizontally or Vertically.
•Administer all sales activities for all export products all export sales target achievement.
•Regional countries frequent visits (Monitoring and development).
•Constant In market studies.
•Forecast all sales volume for various projects and maintain knowledge on all products.
•To participate in local and international exhibitions and seminars, and demonstrate all new products
•Analyze all market intelligence reports and identify all new business opportunities to expand business and maintain an efficient portfolio.
•Collaborate with marketing departments to analyze and implement all market activities.
•Develop and maintain professional relationships with all clients and supervise achievement of all sales targets.
•Prepare all contracts with suppliers and distributors in accordance with the governmental & legal regulations.**

####  [Regional Sales Manager](https://www.linkedin.com/vsearch/p?title=Regional+Sales+Manager&trk=prof-exp-title) MGT InternationaL

 **January 2015 – August 2015 Dubai**

**• Responsible of MENA, GCC Region (Morocco, Algeria, Tunisia, Libya, Egypt, Jordan, Lebanon, Syria, Iraq, Iran, Bahrain, Kuwait, Qatar, Saudi Arabia, UAE)
• Compile lists of prospective customers for use as sales leads.
O Troll customer and contact base to discover relationship opportunities
• Conduct direct prospecting.
• Develop a method of follow up with all customers.
• Overcome business and technical objections of prospective customers.
• Address customer concerns in a professional, productive, and timely manner.
• Handle inbound sales calls to convert calls into sales.
• Analyze the effectiveness of sales programs; recommend and implement changes based on findings.
• Develop and implement distribution strategies,**

 General Manager INCO lubricants Gas Stations

 **Jan1997- Dec2014 Amman Jordan**

 **Distributor for SHARLU products 1999-2012**

**Sole distributor for BP small pack in Jordan 2006-2009**

**Highest sales of CASTROL SHELL DUCKHAMES 2006-2009 in Jordan**

**Management the company two branches in both fuel retailing and lubricant distribution Setting internal policy for both.**

**Managing three gas station, cash management, orders, stock follow up, large customers sales, collection over 500 customer's**

**Purchase management, price list management, import cost accounting, introducing new items: filters, additives**

**KAM management of the company two branches**

**Responsible for managing both the revenue and cost elements of the company income statement**

**Actively contribute to development plans of new products based on market needs, Car care products , Fuel Additives , Filters ,**

**Set the company strategy to achieve volumes, profits, stock turnover, and improve bottom line.**

Direct and coordinate activities of departments in line with company objectives

Have handled customers’ complaints and overcome their objections.

##

Sales Manager Ibrahim Nasr Company

**Jan1994- Dec1997 Zarqa Jordan**

**Increased sales by minimum 25% year after year without compromising on profits.**

**Have set the sales strategies, defined and directed all sales activities**

***Segmented the market into territories and set sales growth plans for each territor*y**

***Managed a sales team of 5 salespeople and followed up with them on daily target on daily bas*is**

**Managed to achieve a stock turnover of 5 times that resulted in increasing profits**

**Have always achieved budgeted volumes and margins while implementing my business plans**

Training staff

 Sales representative Ibrahim Nasr Company

 **1992-1994 Zarqa Jordan**

**VIP customer care**

**Wholesale management**

**Managing three gas station, cash management, orders, stock follow up, collection**

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**Gas Station Supervisor Seven Eleven**

 **1984 – 1992 Fort Worth TX**

**Supervisor gas station and supermarket**

**Making orders, and stock management**

# **LANGUAGES**

 **ENGLISH Arabic**

 **Fluent Native**

**COMPUTER SKILLS**

 **Word, Power Point**

 **Excel, ERP**

**KEY SKILLS**

**Accounting, Costing**

**Team-work**

**Excellent Verbal Communication**

**Excellent Written Communication**

**INTERESTS**

**Basketball, NFL Football**

**Travel, Reading**