Dear All,

I am an accomplished and result oriented professional with 11+ years of exceptional track record in territory management , branch operations management, possessing allied exposure in sales, marketing, customer service and business development initiatives. I am seeking a challenging position in Finance with a dynamic organization that provides opportunities to align accrued acumen towards a mutually fulfilling growth path.

As apparent from my CV, my extensive exposure as Branch Manager, where I have consistently surpassed targets for the reputed organization. This along with a result oriented approach has enabled me to effect highly strategic inputs to enhance the financial solidity of the organization. I analyze core operational and business functions and implement the most appropriate solutions that drive continual business growth. My prowess in both realms of sales and marketing gives me a degree of versatility which translates to an added edge in a highly competitive market. I have projected a highly professional and customer friendly facade to clients by responding to their queries on various products & services as well as forged long term business relationships as a key impetus to business expansion and growth. My expertise in achieving targets, combined with my ability towards professional excellence will make me a highly profitable asset for your organization. What I bring to the position is a combination of team leadership, strategic planning, customer satisfaction and business development skills that I have leveraged to meet and exceed expectations.

What deserves to be highlighted is that, I have gained a remarkable achievement in receiving several honors, awards & achievements during my entire tenure. I have also charted an exponential growth curve as Senior Account Manager, Business Development Manager and Presales Technical Support Specialist in my previous employment which gives me an indisputable extremity over my peers. I have continually striven to enhance my skill sets in the process of pursuing bachelor’s degree in Business Administration from a renowned institute in the region. I also possess an outstanding customer focused mindset combined with excellent leadership and negotiation skills that give me a unique edge from which to add value to your business. Moreover, my attention to detail, ability to work under pressure, result orientation and creativity backed by strong communication & interpersonal skills has further enabled me to achieve great results.

I believe my commitment to excellence, ability to work with and lead teams towards achieving great results and my immense knowledge and skill base will give me a unique and informed perspective from which I can add significant value to your business and make me a valuable team member.

My attached CV details my experience. I look forward to the opportunity to meet with you to discuss my qualifications further.

**Curriculum Vitae**



**Personal Information:**

**Name** **: Mohamed**

**Mohamed.332270@2freemail.com**

**Date of birth : 28\01\1983**

**Marital status : Married**

**Children : 2**

**Military status : Exempted**

**Career Objective**

* Seeking new challenges in operational management , sales or marketing which effectively utilizes my eleven years of sales experience at Egypt , North Africa and Gulf

**Career Achievement**

* The Best Business Development Manager of the Year 2010 Award – Globalis Dubai
* Employee of the Year 2009 Award - Globalis Head Office, Canada.

**Target Job:**

* **Target Job Location:** United Arab Emirates, Bahrain, Kuwait, Qatar, Saudi Arabia,
* **Target Industry:** Office Banking Machines Companies, IT Companies and Electronics Industry,Public relation, Customer Service, Telesales, Management.
* **Employment Type:** Permanent Employee.
* **Employment Status:** Full Time.

**Career Level:**

* **Career Level:**  Management.
* **Notice Period to Work:** 1 Week.

**Recent Job:**

**Globalis International 1/12/2015 till present:**

* **Territory Manager :**
* Responsible for territory sales management across the GCC.
* Successful closure of Mobility, Printing & Banking projects in various Government, Private& Banking sectors in countries of UAE, Bahrain, Qatar & Oman.
* Maintaining and expanding customer base by counseling regional sales representatives;
* Building and maintaining rapport with key customers; identifying new customer opportunities.
* Establishing sales objectives by creating a sales plan and quota for territories in support of territorial objectives.
* Meeting territorial sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions
* Implement business plan and strategy that align with organization’s overall vision and its current and long-term business objectives.
* Set and monitor Key Performance Indexes (KPIs) of the Sales team, to ensure the set objectives and action plans are being met on time.

**Previous Experience:**

**Click ITS Since 1/12/2013 till 1/11/2015:**

* **Branch Manager :**
	+ Manage The Setup of The Branch and requirements.
	+ Direct all operational aspects including customer service, human resources, administration and sales.
	+ Suppliers Relationship and communications.
	+ Manage Budget and allocate Funds.
	+ Bring out the best of branch’s personnel by providing coaching, development and motivation.
	+ Stay abreast of competing markets and provide reports on market movement and penetration.
	+ Cover The Previous and new Maintenance Contracts with the Customers.

**International Turnkey Systems (ITS) since 2/2/2011 till 1/10/2013:**

* **Regional Account Manager North Africa & UAE :**
* National Bank of Egypt: Place ITS to become one of the Best Hardware and Core Banking Provider.
* Tenders, Proposals, Contracts Management.
* National Bank of (Sudan): Provide the Bank with infrastructure and Core Banking for over 34 Branches in Sudan.
* DIFC (Dubai): Outsourcing and Hardware.
* Vendor Relationships Business Development.
* Negotiate Contracts with Vendors to get the best prices.
* Placing Orders to (Oracle, EMC, HP, Sybase) at my assigned accounts. Working on Systems such as: Sales force, E-connect, and Remedy.
* Account and Customers Relationship process.

**Globalis international (Alistech – IT Services) since 1/9/2005 to 1/1/2011:**

* **Business Development Manager:**
* Responsible for opening new Business users With Resellers such as:
	+ Fujitsu, Act, Click, Raya, Interact, Nile.com, ITS, Al Safa, Al Kamal, Al Ahly.
	+ Negotiate with customers Contracts and Prices.
* End Users: Opening New Accounts & Handling Orders.
* Communicate with Vendors such as Nantian, Printronix and Digital Cheque.
* Suppliers: Business Relation & Responsibility for Delivery Timing.
* Responsible for Opening New Country Branch to Handle:
	+ Hiring new Employers, Coaching new Staff, Operation Managing.
* CEO Assistant: Government papers legalization & Supervisor for The Operation.
* Responsible for all Existing Customers and new customers Relationship.
* Events Managing and Marketing.
* **Pre. Sales and Customer Service:**
* Product Presentation and Defining The Customer Needed Products Models for Company Projects.
	+ Technical support for (Line Printers, Dot Matrix, continues laser & passbook).
	+ Technical Account Manager for (HDB – Misr Bank).
	+ Technical Sales and Demos in Banks as: (Misr Bank - Ahly Bank - NSGB - CIB – HDB-PBDAC).

**Training and Part Times:**

* Lexmark Dubai Training for Printers Solution (2013)
* Globalis Dubai Products Training (2010)
* Accounting training in Globalis International. (2005)
* Shababya T.V Channel Supervisor for the Administration Department.(2005)
* Imaging Solutions Account Manager (part timer) .
* Tele Marketing at Amico Tech. Representative (part timer).
* Coca Cola in Marketing Dep. (part timer).
* Rothmans Co. as Sales Representative (part timer).
* Arab Bank Customer Service Dep. (Training).
* National Bank of Egypt Customer Service Dep. (Training).
* NSGB Bank Customer Service Dep. (Training).

**Education:**

* Studying in Moscow State University (MSU) year 2008.
* Bachelor degree 2005 from Modern Academy (Accounting Dep.).
* Secondary School Delta Language School year 2001.

**Graduation Project:**

* The impact of E-commerce on the profitability of Misr Bank.
* Excellent degree.

**Skills:**

**Skill** **Skill Level Years of Experience**

* Microsoft Office and Internet Expert More than 10 years
* Experienced Sales Person Expert More than 10 years
* Presenter and Public Speaker Expert More than 10 years
* Sales Negotiation Skills Expert More than 10 years
* Strong Leadership Track Record Expert More than 8 years
* Self-Driven and Self-Managed Expert More than 6 years
* Business Planning Skills Expert More than8 years
* Team Player – Able to provide coaching Expert More than 6 years
* Ability to work independently with minimum Expert More than 6 years
* Supervision Expert More than 6 years
* Creative Skills Expert More than 6 years

**Languages:**

**Language Skill Level Years of Experience**

ArabicExpert Native language

English Expert More than 27 years

Russian Beginner More than 9 Years

Ukrainian Beginner More than 2 Years