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| Jihad Jihad.359437@2freemail.com *7 years of intensive experience in Sales & Marketing, over a 10 years managerial experience in various industries and 3 years of experience managing advertising, sales and promotions. Expert in strategic business planning, business development, project management & customer service, seeking a position that will benefit from my experiences*. |  |
| EXPERIENCEColdair Engineering Company. (Haggar Group), Khartoum, Sudan — *Sales & Marketing Manager*January 2014 - PRESENT* Responsible for developing, implementing and executing strategic Sales & marketing plans for the company.
* Works with Strategic Planning team to develop, refine and assist in the execution of the company’s short and long-term strategic goals.

DPI Media, Khartoum, Sudan — *Sales & Marketing Manager*January 2010 - December 2013* Working in direct contact with the General Manager, doing the Sales & Marketing Action plan, Market studies & analyses & developing the services price structure.
* Sustains rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities.

Corinthia Khartoum Hotel, Khartoum, Sudan — *Sales Manager (Pre Opening)*October 2007 - December 2009* Working in direct contact with the Director of Sales & Marketing, developing the Sales & Marketing Action plan.
* Effectively participating in the Hotel opening.

Al Salam Rotana Hotel, Khartoum, Sudan — *Sales Executive (Pre Opening)*November 2006 - May 2007* Generating and maintaining customers of defined accounts through sales activities (face to face calls, telephone calls, entertainment).
* Ensuring comprehensive and complete coverage of own portfolio covering all levels of accounts' managerial and departmental executives for comprehensive client servicing achieving targets and maximum productivity.
* Implementing and executing all sales objectives and action plans to reach and exceed targets set.
* Effectively participating in the HOTEL opening..

Electro Wave Security Solution specialists Est. Dubai, UAE — *Administration Manager*December 2004 - May 2006* Analyzes and organizes Company operations and procedures such as bookkeeping, preparation of payrolls, personnel, information management, filing systems, requisition of supplies, and other clerical services.
* Establishes uniform correspondence procedures and style practices.

Franco Pinto Co, Khartoum, Sudan — *Assistant Human Resources Manager*April 2003 - November 2004* Assist in preparation of job descriptions and compensation programs. Seeks incentive programs that encourage excellent performance and increase retention rates.
* Assist in setting policies for hiring and recruitment.

Abu Dhabi Royal Le Meridian Hotel, Abu Dhabi, UAE — *Guest Relation Officer*January 1999 - February 2003* Oct 2001 – Feb 2003 Reception **Acting Night Manager**
* March 2000 – Oct 2001 **Guest Relation Officer**
* Oct 1999 – March 2000 **Reservation Officer**
* Jan 1999 – Oct 1999 **Telephone Operator**

EDUCATIONKhartoum University, Sudan — *B.Sc Business Administration*Khalifa Secondary School, UAE — *High School Certificate*Trainings and Qualifications* *Strategic Business Planning, Newtel, Toronto, Canada.*
* *Certified Marketing Professional, American International Marketing Institute.*
* *Corporate Finance Certificate, ICQ.*
* *Project Management Practices, Milestone Institute.*
* *Professional Development Course, British Council.*
* *Train the Trainer course, International Center of Quality.*
* *Sales & Marketing Course, Cambridge Sudan.*
* *Destination in computer science, Aptech Computer Education Centre.*
* Customer in Focus Training.
* Telephone Manners and Auditing Training.
* Fire fighting Training.
* Familiarity of working as both national and international staff.
* Understanding of diverse cultures within the work environment.
* Sudan & UAE driving licenses.
 |  SKILLS* ***Sales & Marketing***
* ***Strategic Business Planning***
* ***Project Management Practices***
* ***Human Management, Leadership & Coaching***
* ***Customer Service Excellence***
* ***Corporate Finance & Budgeting***
* ***Negotiation Skills***
* ***Time Management***
* ***Communication Skills***
* ***Working under pressure***

Computer Skills* Microsoft Office
* Principle of Computing
* Programming Practices Techniques
* FoxPro Data Base Management System
* Fidelio 6.12 (20) Property Management System
* Opera. (Property Management System)
* Expert in E-Marketing and distribution

LANGUAGES* Fluent in English
* Arabic (Mother Tongue)

Personal Information* Nationality: Sudanese
* DOB: 13/10/1976
* Religion: Muslim
* Marital status: Married
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