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| Jihad  [Jihad.359437@2freemail.com](mailto: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 | |