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|  | **IBRAHIM**  |
| 8/13/2017 | **Territory Development Supervisor ( Modern Trade) FMCG** |
| C:\Users\Khalid\Desktop\Picture1.jpg | **Personal Data****Date of birth :** December 15th, 1982**Nationality :** Egyptian**Marital status :** Married and have 2 children**.****Visa statues :** Residence visa**.****Religion :** Muslim.**Driving License:** U.A.E & Egypt light vehicle**.****E-mail :** ibrahim.380662@2freemail.com  |

**Courses:**

* Course in **Effective Management Lifeline** from **MPoWerMe** institute in March , 2016 Dubai, UAE
* Course in **excellence in customer service** from ***SOS*** institute in June 28, 2008 Dubai, UAE.
* Course in **Customer mania plus** from **Kuwait food company** in October 24, 2007 Dubai UAE.
* Course in **Handling customer complain** from **Kuwait food company** in September 4, 2006 Dubai UAE.

**Experiences:**

* **From October 2014 to present Unitra METS GROUP, Dubai as Territory Development supervisor (Modern Trade) till Now.**
* **Managing Brands** : (  -  -  )
* **Account handling** ( ECS- UCS- ASWAAQ- HYPER PANDA- SHARJAH COOP-SAFEER GROUP CARREFOUR HYPER- WEIGHTED IMPULSE ACCOUNT )

**Responsibility:**

* Maintaining and protecting the market share within specific accounts by developing business programs. Along with the measures of market share/sales volume/revenue, custodian of quality of service, business growth, and customer satisfaction.
* Mange the sales team in my Territory to achieve company target and objectives.
* Handling the Key account customer A & B class for lunching new products and implementing the promotion activities.
* Renewing the Business Development Agreement ( BDA) with the customer .
* **From December 2013 Masafi LLC , Dubai as Sales Supervisor Modern Trade till October 2014**.

-Managing Brands: ( -

- Account handling ( ECS- UCS- ASWAAQ- HYPER PANDA- AL MAYA- CARREFOUR HYPER- LULU HYPER MARKET & KM TRADING-).

**Responsibility:**

* Mange the sales team in my Territory to achieve company target and objectives.
* Handling the Key account customer A & B class for lunching new products.
* Renewing the annual agreement with the customer and maintain our visibility and availability to increase.
* Negotiate with customer for implementing the promotion activity in all stores.
* **From June 2011 worked at Al Seer Trade Agencies in Dubai As aKey Account Executive till August 2013**.

-Managing Brands: ( - - -)

-Accounts Handling :(GEANT HYPER – HYPER PANDA – ASWAAQ – MEGAMART – LIFCO)

* **From October 2008 worked at Gulf Food Trade Company (GFT) in Dubai as Sales Executive till May 2011**.

-Managing Brands: ( - - ).

Accounts Handling: ( SHJ COOP – ASWAAQ – ECS & FUJAIRA- KALBA – KHORFAKAN)

* **From April 2007-worked in fine hygienic paper company, Dubai as Sales Representative till October 2008.**

-Managing Brands: ( )

-Accounts Handling: (SSS Outlet).

* **From October 2004-worked for Kuwait food company Dubai, UAE as a Restaurant Supervisor till April 2007.**

**Languages:**

* **Arabic**: mother tongue.
* **English**: good reading writing and speaking.

**Computer Skills**

* **I have the International Computer Driving License (I.C.D.L). Issued by the UNESCO Cairo Office, a designated licensee for the International Computer Driving License.**
* Basic Concepts of Information Technology.
* Using the Computer and Managing Files.
* Word Processing.
* Spreadsheets
* Database.
* Presentation.
* Information and Communication.