**ESSAM**

**Email:** **esssam-390578@2freemail.com**

**CAREER OBJECTIVE**

**To seek a challenging position with an organization that has the version and potentials for development. Growth and expansion and at the same time maintain a high standard of performance and business ethics**

**PERSONAL INFORMATION**

Name :Esam Mohamed Hamdi Mahmoud El Sayed.

Country of Nationally: Egypt

Current Address: AJMAN, UAE.

Mobil phone :**+97150 4223575**

EMAIL: esamajman12345@gmail.com

Date of Birth: 18th Feb 1974

Family status: Married with 2 child

Sponsor: Resident Visa (Dubai)

UAE Driver’s License Holder

**ACADEMIC QUALIFICATIONS**

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| **Graduation:** | Bachelor’s Degree of Commerce |  |
|  |  |
| **Year of graduation:** | May 1999. |  |
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| **University** | Mansoura University, Mansoura ,EYGPT. |  |
|  |  |

**Special Course:**

* 2001 - Diploma in Computer (using all Microsoft Office program) from Ministry of Communication and Information, Egypt.
* 2001 – American university in Cairo ( basic course in English language )
* 2006 – training course of Sales and Marketing from Electrolux and kelvenator international co, Dubai

**WORK EXPREINCE**

**Dubai Islamic Insurance & Reinsurance P.J.S.C (AMAN)**

**Business Development Manager**

**Major Achievement & Task:**

**May27,2018 up to present**

* Performed within struck deadlines and company targets.
* Assure to continue in providing new business and enquiry

**OBN OIL Petrochemical Trading**

**Subsidiary Of Bin Bitti International Holding Group of Companies.**

**Sales Executive.**

**Major Achievement & Task:**

**February,2017 up to April,2018**

* 1. Reporting to General manager according to Monthly sales report and follow up with our sales team for daily supply and sale of Diesel (Gas) oil and fuel oil in different grads also besides any kind of petroleum products if any.
1. follow up day to day according to collection from the customers.

**HORIZON ENERGY L.L.C.Dubai**

**Sales Executive**

**Juneuary,2014 up to End of ,2016**

Major Achievement & Task:

* Identifying new business opportunities to expanding the existing business to generate revenue and build a relationship with the customer.
* Stop moving the attitude of indifference toward the customers
* Working and cooperatives with senior manager by discussion and sending reports
* Receiving the order and follow up for payment

**JRD INTERNATIONAL (RMD Board Division ) . – Dubai – JAFZA**

**Sales Executive**

**September,2012 up to December,2013**

Major Achievement & Task:

* Generated new business through strong referral base from satisfied customers and networking.
* Supply new product for Building & Construction and interior Decoration sectors such as (wall panel , wall covering , false ceiling , industrial flooring , shuttering panel and site fencing

|  |  |
| --- | --- |
| **FAL OIL Co. L.T.D – Sharjah** | **May, 2007 up to July 2012** |
| **Local Sales Representative** |  |  |

Major Achievement & Task:

* Identifying new business opportunities for Diesel and full oil to expanding the existing business to generate revenue and build a relationship with the customer.
* Supply of Diesel(gas) oil and full oil in the domestic market.

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| --- | --- |
| **Elenco – trading establishment - Dubai** | **Feb, 2005 to May 2007** |
| **Sales Representative** |  |  |

Major Achievement & Task:

* Acquired new business and customers by handling inquires effectively, follow up on customer inquiries and ensured complete customer satisfaction.
* Handling variety of issues, problem and priorities simultaneously while reporting to the management regularly with gathered information on the needs of all clients.
* Enforce sales follow up.

**Remain with Best Regards**

**Essam,**

**Updated On October,2018**