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| **Sameh** “Arabic national with 12 years of working experience in Marketing, Finance &operations"* **Email** sameh-395032@2freemail.com
* **Visa**UAE Return, visit visa ending Dec,2019
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| **Summary**"Detail-Oriented Marketing Specialist with grown abilities in sales and business development. And as being a Confident and poised professional Bringing over ten years of solid industry experience in UAE. Familiar with providing marketing expertise to all internal departments, as well as customers. Currently Seek an Opportunity for Immediate Hiring. |  |  |  |

# Experience

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| Nov, 2018 – May 2019MarketingSpecialist* Cold Calling and emailing prospects and evaluating their position in the Trading Market through researching and analyzing sales options.
* Online and Offline Lead Generation researching by being an active member of Interest sales Groups and interacting with its members
* Maintained Product sales by establishing contact and developing relationships with prospects by utilizing Digital Marketing tools and Personal engagement
* Maintained relationships with clients by providing support, information, and guidance; researching and recommending new business partnerships
* Identified product improvements or new products by remaining current on the trading Market, market activities, and competitor's offerings.
* Prepared Reports by collecting, analyzing, and summarizing information.
* Maintained quality service by establishing and enforcing the company standards.
* Maintained professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
* Contributed to team efforts by accomplishing related results as needed

nOV, 2012 – NOV, 2017relationSHIP oFFICER* Sold the bank products to customers in door and generated Qualified sales leads
* Maintained a sales Pipeline and converted leads into sales
* Proactively responded to customer queries - troubleshooting
* Conducted customer Financial analysis
* Revised customer accounts and conducted financial suitability
* Involved in the referral process and Lead Generation for Home Finances
* Succeeded devising an exemplary e-mail strategy resulted in more sales leads
* Conducted Memorandum Initiation to Retail finance Operations
* Prepared reports, certificates and standard statements
* Worked interchange Role in Operations and Retail Banking
* Recovered expenses from clients after following prescribed guidelines
* Maintained credit control targets as per audit standards
* delivered communication with wide stakeholders

April, 2013 – June, 2014FinancialAdvisor* achieved setting up the Financial system by utilizing the Kashoo.comsystem
* Managed the full financial cycle of the business operations
* Managed the periodical financial reporting of the company
* Gave an in-depth insight into the financial analysis
* Succeeded in upscaling the business from a one-product offering to multiples
* Created some strategic point of views about the company growth hacking
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| APR, 2009 – Sep, 2012bUSINESS DEVELOPEMENT EXECUTIVE* Achieved sales opportunities in payments solutions to corporates
* Researched corporates online to identify leads and potential new markets
* Built repetitive business relationships with current and potential clients
* Created informative presentations; information to potential clients at client meetings
* Maintained the CRM of prospects
* Conducted Cold calling; making multiple outbound calls to potential clients
* Exceeded success in assigned sales targets
* Liaised between different internal stake holders
* Attended conferences, sponsorships and events
* Adhoc activities as per business needs

Nov, 2006 – Jun, 2008Market Research Executive* Carried out qualitative research methods for data gathering through questionnaires
* Interviewed merchants and business owners for collecting market data
* Assisted in helping out formulating the a business map
* Translated data into summaries and analysis with conclusion
* Maintained critical information about research studies
* Analyzed competitors marketing activities and reported the same
* Created ad-hoc project reports
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# Education

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| Bachelor’s of Business adminstration, **tAnta university, egypt, 2006**Studied Programs related to Corporate finance, Accounting and entrepreneurial ship in modern Business Life in addition to Marketing and Organizational Behavior at a Micro Economy level Scale.Refs Mc GrawHill, Pearson and Willey Publishers |
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# Skills

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| Sales, Collaboration, Negotiation, Communication, Creativity, Passion for Meeting KPI's.Sales Funnel ManagementAdept at Using CRM apps HubSpot, Excel & PowerPointMailChimp, Email Templates | SEO (grew organic traffic by 78% in 12 months)CRO and A/B Testing (optimized sign-up rates by 37%).Photo &Video Graphic editing | Google analyticsMultitasking with attention to detailsHones & Flexible to change UAE Driving LicenseAdept to UAE roadsArabic & English  |

# Personal

### Nationality Egyptian

### Marital Status Married

### Date of Birth 2-5-1985

# Reference

# Available upon request and Hereby Certify that all the information provided are all correct and to my best Knowledge