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| **CANDIDATE SUMMARY**  **CANDIDATE NAME:** | **SAMEER**  [**SAMEER.173274@2freemail.com**](mailto:SAMEER.173274@2freemail.com) |
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| **Personal Information** | |
| **Date of Birth** | **10.11.1963** |
| **Nationality** | **Jordanian** |
| **Marital Status** | **Married** |
| **Languages spoken fluently** | **Arabic , English, Bulgarian** |
| **Date Available for Work** | **1 month** |
| **Work Experience** | |
| **Total years of experience** | **25 years** |
| **Years of experience in Marketing & Sales** |  |
| **Industries worked in** | **14 years FMCG, Fresh Food, Retail**  **11 years Construction Materials** |
| **Total Salary Package Expectation** | **Negotiable** |
| **Present Job** | |
| **Current Employer** | **YES GROUP (Siniora Industrial Foods)** |
| **Current Job Title** | **Regional and Head Sales & Marketing Manager "FMCG"** |
| **Currently Reporting To** | **Owner Jacob Siniora (General Manager)** |
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**SAMEER**

**PROFILE**

* Professional in internet marketing, researcher, correspondences with full knowledge with Strong and famous international trading websites, experienced exporter and importer traders with excellent communications skill, team player, and self motivated ready to create fast new markets globally.
* 13 years Sales Management Experience FMCG. In Jordan & Manufacturing Producer Sanitary products in Europe–Bulgaria “executive director & sales managements”, whole & retailer sales & Marketing distributing, importing exporting, highest level in business development strategies.
* 11 years Sales Management Experience Construction Materials from Kuwait, Saudi Arabia and Jordan for (extruded polystyrene insulations, Foam, screed, membrane, horde, wood, steel, terrazzo, ceramic, Porcelain, toilet site completes, Decorative & industrials Paints).
* Engineering graduation from Jordan & Technical training & seminars Certificates from Saudi Arabia.
* Possesses excellent interpersonal, communication and negotiation skills and the ability to develop and maintain mutually beneficial internal and external relationships. Quick to assimilate new ideas and concepts while demonstrating a logical and analytical approach to solving complex problems and issues. Enjoys being part of, as well as managing, motivating and training, a successful and productive team, and thrives in highly pressurized and challenging working environments. Inspire trust and confidence in clients and colleagues alike.
* My experience will effectively contribute to meeting the needs of potential growth and profitability to fill the gap that company owners suffering in this field.
* My experience has included a varied content where scientific method ranked equally with practical technique through the exercises that have been intended to reinforce the academic subject matter. This has been largely achieved, thanks to my wide experience gained.
* I can develop, train, improve, activate sales force performance, Defining & facilitate problems, organizing structure Best administrations, customers services and predict new plans.

**OBJECTIVE**

I am seeking a challenging position in a reputable company, where I can use my talents, skills and abilities to drive growth and profitability. 24 years in Sales Managements gained from Kuwait, Bahrain, Jordan, Romania, Turkey, England, Bulgaria and Saudi Arabia. I am an experienced Sales Manager & Marketing advisor having successful background in innovative customer support solutions and high level Business Development strategies. I want to become associated with a firm in which I may work to my highest potential and make a significant contribution to secure a management position.

Seasoned and results oriented a professional sales and marketing executive with 24 years of progressive sales, management, marketing and operations experience, excellent communications and negotiations skills with a good combination of interpersonal, analytical, and entrepreneurial abilities,. Seeking a challenging position in a reputable company where I can use my abilities to drive growth and profitability.

**STRENGTHS & SKILLS**

* Bringing new plans, new strategies, organization structure and regulate systems to follow relationships with distributors, dealers and supporting and training the team to deal with relationship management, effective complaint management processes, facilitate gaps and resolve dealers’ issues.
* Ensuring that with all methods and practical techniques, I can ensure smooth functioning of sales operations
* Market penetration is the key and my network enables me to look at Eastern Europe and across the GCC for distribution of the product.
* Eligible to predict new marketing ideas, payments and discount polices.
* Establishing sales target facilitating reaching profit
* Conducting marketing research, helping and determining the price strategy
* Responsibility to refresh and reorganizing all activities of sales and marketing, even marketing designer, business developments, channels, relationship and team management.
* Daily meeting, visiting all site and presentation.
* Exhibitions, tenders, special offers and customer services
* Traveling, representing, and working under pressure, challenging flexibilities good creative ideas.
* Teaching accountable steps, behavior, encouraging being eager and optimist
* Reducing expenses, interested in targeting big transaction
* Professional in scheduling, apprising following collections.
* Analysis and Performance Review, Market Analysis and research
* Working with the communications to ensure brand identity is coherent and present throughout the organization's daily running
* Reviewing Sales strategy. Researching grouping, recording, analyzing
* Marketing and sales obstacles since production to consumer hands "preparing, packing distributing.
* Study the nature of the market, and his reaction for new commodities.
* Setting Targets and Improving sales performance
* Understand your customer, Targeted wealthy clients, The process of marketing and a clear message, Select the marketing methods, Select targets for sales and marketing, Select a budget for marketing, Special Notes marketing steps, Special Notes to build the development and position in the market, Special Notes sales strategy, Realism in the performance, Leadership, Strategic Planning, Change yourself and arrange your life, Change and visions of the future
* My experience will effectively contribute to meeting the needs of potential growth and profitability to fill the gap that company owners suffering in this field.
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**PROFESSIONAL EXPERIENCE**

**25/6/2010 - Present**

**YES GROUP (Siniora Industrial Foods)**

**Jordan**

**Head Sales & Marketing Manager "FMCG"(Local – Regional)**

Key responsibilities

* Responsible for all activates, key account, results, restructuring, reorganization, develop, handling, following-up. Increasing Margin profit, training, studies, planning providing matching policies, discounts, future strategy, chive goals, growth, profit expected, increasing turnover, researching markets, locally & regionally to Gulf countries. I am Responsible for 3 sales Managers + 1 Marketing Manager. Last travel was to study in Saudi Arabia FMCG market.

Achievements

* I increased sales 40% + 97% in cash turnover, new outlets locally & regionally, Reactivation Delegates and customers. Innovation and change all marketing activities. I opened a new markets and exporting our products to Qatar, Oman, Dubai and Saudi Arabia.

**01/03/2010 - 25/6/2010**

**Rigo Italian Factory**

**Italy, Jordan (Regional Branch, Jordan)**

**International Sales & Marketing Manager**

Key responsibilities

* Researching, advertising, evaluating, traveling and contracting new globally agents. For our distinctive spray technology and paint tools … New Technology Products with no rivals in the world.

Achievements

* Travel, contracting with 4 "exclusive agents" of the four countries, training and development of research methods to marketing team. Advertisements in all States

**01/09/2005 - 01/02/2010**

**Shams Co.LTD**

**Varna, Bulgaria**

**Managing Director “Sanitary Manufacture "FMCG"**

Key responsibilities

* My Manufacture with converting machines producing sanitary products toilet papers, kitchen rolls, napkins and facial box tissues With other FMCG products like Juices, sweets, food cans...etc Whole sale retailers, Marketing distributing. Brand Label design, import-Export, quality control, Business developments, organizing structures, operations sales, marketing’s, collections, correspondence, training, organizing structure, quotations, tenders.

Achievements

* Gained a high level Business Development strategies, Local - Regional -International Sales

**26/04/2001 - 14/07/2005**

**Arabian Danish Paints Co.**

**DYRUP Paints Factory (ISO 9002)**

**Saudi Arabia**

**Area Manager**

Key responsibilities

* I had Full authorities acting as general manager handling southern area Branch, responsible for best results and performance of sales, collections, credit risks and customer satisfactions, opening new distributors, management strategy, policy proposals, organizing structure, improvement training to my sales force and others,

Achievements

* Increased sales from 2 to 9 million in cash, distributors from 3 to 35, for 5 years I won best performance manager prize for (achievements of sales & collections target, correspondences , presentations, training, Marketing, suitable area discounts and policy)

**05/12/1999 - 28/2/2001**

**o Zakarni Industry. Est. (ISO 9002) “Compact firm”**

**o Arabic Ceramic industrial Co. Ltd “2 Factory”**

**Jordan**

**Marketing and Sales Manager**

Key responsibilities

* Management, organizing, directing sales collections, checking daily quality control, stock availability advertising, correspondence, quotations, tenders, whole sales & retailers, pricing, scheduling, daily meeting training sales force Reporting directly to owner.

Achievements

* Won many bids government and large projects. Open export, change and development of marketing, work plan, policies and competitive bids. Increase sales30% of the target..

**01/04/1991 - 01/08/1999**

**Happy Smile Trading Co. LTD**

**Varna, Bulgaria**

**Managing Director "FMCG"**

Key responsibilities

* FMCG stores “whole sales& retailers” 20 patterns food stuffs. All from turkey, packing my privet label company. Targeting sales Marketing, 5 mini busses distributing every where in Bulgaria. Importing exporting, highest level in business strategies

Achievements

* Making a famous Brand company name and selling it in the right time for the right price

**24/02/1987 - 02/08/1990**

**Energy saving system Co. “ESSCO Factory”**

**One of the biggest factories in the Middle East, producing extruded polystyrene insulations, importing other constructions materials**

**Kuwait**

**Sales Engineer**

Key responsibilities

* I was responsible to deal directly with 360 owners of construction companies, sales and collections, visiting there projects sites, computing quantities, follow deliveries, collections. And government tenders.

Achievements

* Selling 360 construction companies, new private & government project , killing the business of our competitor , our marketing activities drive us to lead the country and profit growth

**18/02/1986 - 28/01/1987**

**“Al-Shuwaikh Port” Jassem Transportations Co.**

**Company was with 1800 employees, loading & unloading ships**

**Kuwait**

**Human Resources & Passports Dept. Manager**

Key responsibilities

* Managements, correspondence hiring, termination, auditing salaries, overtime and registers, issuing ID’s distributing daily works of my 38 employees, facilitate employee obstacles, accidents problems, follow attendance in & out office, organizing 1800 passports, renewing expires, registrations, vacations, sick leaves and archives room.

Achievements

* Diversity and the pressures of work has taught me leadership and management system and follow-up responsibility of decisions

**1/11/1984 - 1/02/1986**

**Kuwait constructions materials LTD& Musaid al Gharabali EST**

**Kuwait**

**Purchasing & Public Relations Manager**

Key responsibilities

* Responsible for the contracts, follow-ups, advances. The representative of the company, to withdraw the tender and official meetings of any major construction, or maintenance work. Visit all the sites to provide daily reports of work performed, and always, implementation, problems, and the purchase of construction materials missing for all sites.

Achievements

* Significant contribution, secure a management position, excellent communications, facilitate obstacles, representing GM everywhere, highly saving in purchasing

**EDUCATION**

**2001-2005**

* **Technical training & seminars Certificates for 5 Years.**

**Saudi Arabia**

**1982-1984**

* **Architecture Engineering Diploma (Arab community college)**

**Jordan**

**1981-1982**

* **General secondary school certificates (Al-Iklas private school)**

**Kuwait**

**OTHER**

* **Languages**

**Arabic, English, Bulgarian, Macedonian, Slovak, and little Russian (Excellent)**

* **Computer skills**

**Win word, Excel, power point and internet**