



Mohamed Rabie EBEID

Business developer

Reaching sales managerial position where my 14 years of sales experience can be fully utilized to improve sales bottom line and the company revenues and where my skills and experience can be effectively utilized for increased profit



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📍 El Haram, Giza

📅 Date of birth 08/09/1986

🚗 Personal vehicle

✈️ Egypt

☎️ 0122 376 0830

LANGUAGES

English

Arabic

TRAVEL

United Arab Of Emarits
United States Of America

SOCIAL NETWORKS

f @Mohamed Rabie Ebeid

in @Mohamed Rabie Ebeid

EDUCATION

High Institute For Management Sciences

October 6th University - Giza - From July 2003 to August 2008

Bachelor Of Commerce

[Huthwaite International]

[Huthwaite International] - Cairo - 2015

- Account strategy for major sales (ASMS)
- Negotiation Skills (NS)
- Selling skills (SPIN)

WORK EXPERIENCE

Business Developer

Unicare - Dokki - Since January 2021

- Identify and research potential clients
- Develop and maintain client relationships
- Coordinate with sales teams to develop mutually beneficial proposals
- Negotiate contract terms with clients and communicate with stakeholders
- Monitor project teams to ensure contracts are executed as agreed
- Gather useful information from customer and competitor data
- Make and give presentations to prospective clients and internal executives

WORK EXPERIENCE

Sales & Operation Manager

Auto Lounge - El Shaikh Zayed - From December 2019 to November 2020

- Hire good staff for the auto center. The staff includes mechanics, salesmen, clerks, accountants, receptionist.
- Ensure that the center is running in profits and they have to attract customers through various forms like advertising. However, the best way to bring in customers is by providing good service.
- Set rules, regulations, and policies for the center employees to follow.
- Ensure that the center is state-of-the-art and is stocked with all the latest equipment's to provide the best services
- Ensure that deadlines are met by the technician when it comes to finishing protection work on a customer's car

WORK EXPERIENCE

Office Manager Assistant

Shata Insurance - USA - From April 2018 to August 2018

- Delegating tasks to junior employees
- Organizing induction programs for new employees
- Ensuring that health and safety policies are up to date
- Supervising and monitoring the work of administrative staff
- Organizing meetings and managing databases

Team Leader Commercial Consultant

Property Advisors - El Shaikh Zayed - From March 2019 to November 2019

- Responsible for operating and maintaining real-estate properties with the goal of maximizing income and profits.
- Supervise real estate sales agents, perform administrative duties and stay informed about the latest changes in the real estate industry.
- Set weekly, monthly and yearly monetary goals for the agents to achieve and conducted sales meeting.
- Perform duties to a high professional and ethical standard
- Plan, design and conduct appropriate marketing and selling strategies for individual properties within budgetary limits.

WORK EXPERIENCE

Corporate Account Manager

Orange Telecommunications (Mobinil) - Cairo

- From December 2010 to December 2016

- Sell telecommunications products and services to SME&SOHO companies.
- Build market position by locating, developing, defining, negotiating, and closing business relationships.
- Define personal and corporate revenue objectives.
- Identify, contact and build relationships with prospective customers through a combination of telephone and in-person cold calls, networking and referrals to obtain appointments.
- **Senior Sales Rep.**
- **Orange Telecom [Mobinil] Cairo From December 2010 to March 2014**
- Keep abreast of current technology trends.
- Manage a territory using technology, prioritization and time management skills.
- Design customized, cost-effective solutions for the clients.

SKILLS

Personal Skills

- Easily adapted to new systems & programs.
- Self-confidence & motivation.
- Flexibility & patience
- Work effectively with organization members
- Excellent leadership, interpersonal and communication skills, having the ability to develop innovative solutions to complex challenges