Mohamed Fathy Taha

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OBJECTIVE

Seeking a Sales Managerial position in cooperation, were I can enhance my interpersonal and technical skills, and ready to relocate inside and outside Egypt

EDUCATION

》**Bachelor Degree from Ain Shams University**, Faculty of Agriculture, 2000. MFT742100

CAREER EXPERIENCE & ACHIVMENTS

》**Current, Future Foods (Fretzel), National Sales Manager, April 2018.**

* Transforming Total Business from 25,000 CTN to **370,000** CTN.
* Expanding Business nationwide and setting up 18 authorized distributors (cost plus model).
* Successfully collected cash investments of 4 Million EGP.
* Setting up sales channels of retail, wholesale, key retail, key account, and governmental.

》**Arab Dairy, National Sales Manager, From January 2013 till March 2018.**

* Transforming Total Business from 25 Million EGP to 33 Million EGP.
* Add a Group of agents and distributors and sub distributers nationwide.

》**El Rasheedy Elmizan** **( El Asly ), Greater Cairo Regional Sales Manager, March 2009 till December 2012.**

* Cairo Area Sales Manager from March 2009 till Dec 2010.
* Great Cairo Regional Sales Manager from Jan 2010 till December 2012.
* Transforming distributors from margin to cost plus, to allow expansion in retail operation.

》 **Hero (Vitrac), Cairo Area Sales Manager, May 2006 till February 2009.**

* Increasing the daily coverage from 20 visits per day to 40 visits per day, result doubling the business in retail operation.
* Doubling Distributors cash cycle.

》 **Master Foods (Galaxy), Wholesales** Supervisor**, June 2003 till April 2006.**

* Sales Representative – Wholesales: from Jun, 2003 till January 2004.
* Sales Supervisor – Wholesales: from Feb, 2004 till April 2007.

》**Beyti (Milk), Retail, April 2002 till May 2003.**

COMPUTER AND LANGUAGE SKILLS AND COURSES

》Proficient User of Microsoft Office Word, Excel, Access, PowerPoint, Outlook, and Internet.

》Sales Skills July 2002 Inter Agro (Betyi).

》Communication skills Mar 2004 (Master Foods).

》Coaching &Train the Trainer 2007.( Master Foods).

》Negotiation Skills June 2007 (Hero).

》Presentation Skills June 2007(Hero).

PERSONAL DATA

》Date of Birth: April, 26, 1976 》Place of Birth: Giza, Egypt 》Nationality: Egyptian

》Marital status: Married, 》Military status: Exempted

REFERENCES FURNISHED UPON REQUEST