

# Ahmed Eldeeb

Franchise Branch Manager at phono (Ooredoo Kuwait)

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## PERSONAL INFORMATION

NATIONALITY	Egyptian
PLACE OF BIRTH	Egypt - Benha
DATE OF BIRTH	2nd January 1983
MARITAL STATUS	Married
VISA	18 – Transferable
DRIVING LICENSE	Kuwaiti Driving License

## CAREER OBJECTIVE

Offering over 14 years' experience in successful sales strategies and motivation. Searching for new challenge and experience, to improve my practical skills, strengthen my academic background to do my best. Searching for new sales channels to maximize company revenue.

## WORK EXPERIENCE

- OOREDOO TELECOMMUNICATION COMPANY** FROM JULY 2010: NOW  
**FRANCHISE BRANCH MANAGER** FROM AUG. 2021: NOW

Focus on company goals best customer service, business development, shops expansion, to maximize market share profitability. Meet company sales target products & services per shop and overall channels. Developing a safe working environment by adhering to all necessary health and safety requirements and legislation.

### FRANCHISE SUPERVISOR FROM NOV. 2016: AUG. 2021

Responsible for sales target per shop and overall channel. Guiding, training and coaching sales team and ensuring that duties are completed within strict time frames to achieve the required target. supervising a team.

### TEAM LEADER FROM JUNE 2013: NOV. 2016

I'm focus on team work spirit. Take care for my team and their performance. share ideas, new offers or any training relating with our work. Set weekly and annual vacation reports. set monthly report for my team performance. always encourage them to achieve our target and higher our performance.

**ACCOUNT MANAGER DIRECT SALES****FROM JULY 2012: JUNE 2013**

I focus on high value customers ( HVC ), from 31 kd and up 300 kd monthly Subscription. in order to make higher ARPU.

**SALES REPRESENTATIVE****FROM JULY 2010: JULY 2012**

I'm selling Wataniya lines, services and products for all customers.

- **WIRELESS MOBILE DATA COMPANY (WIMD)**

**SALES REPRESENTATIVE****FROM FEBRUARY 2008 - JULY 2010**

selling internet service and data transport for different companies all over Kuwait, with new technology.

**EDUCATION**

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- **BACHELOR OF ARTS - ENGLISH DEPARTMENT** **MAY 2003**  
Faculty of Arts – Zagazig University – Egypt
- **MARKETING COURSE** **MAY 2009**  
High Studies Institution Kuwait - Al Kuwait
- **COURSE / THE ART OF SELLING THROUGH EMOTIONAL INTELLIGENCE**  
Wataniya Telecom Kuwait - Al Kuwait **SEPTEMBER 2013**
- **WORKSHOP / WAGTTNA PRODUCT AND SERVICES DEVELOPMENT PROJECT**  
**RETAIL DEVELOPING AGENTS**  
Bbusinesss L & D solutions **MARCH 2015**
- **COURSE / WAQTANA "WE CARE RETAIL" – THE LEADER HEART & BRAIN**  
Bbusinesss L & D Solutions **MARCH 2016**
- **COURSE / WAQTANA "WE CARE RETAIL" –THE LEADERSHIP DNA**  
Bbusinesss L& D Solutions **MARCH 2016**

**LANGUAGES**

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- English Expert (reading – writing – listening)
- Arabic Expert (reading – writing – listening)

**COMBUTER SKILLS**

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- Microsoft office Level: Expert
- Siebel system Level: Expert
- Retail system Level: Expert
- DAS system Level: Expert
- Remedy system Level: Expert