

PERSONAL INFORMATION:

Name: Mohamed Hassan Sayed

Date of birth: 28/ 12 / 1986

Marital status: single

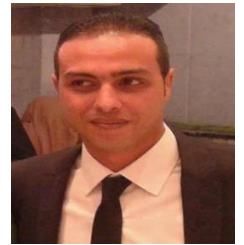
Military status: Exemption

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OBJECTIVE:

To grab a position that allows me to use and improve my skills. Looking forward to take big responsibility and to serve to show my skills.

EDUCATION:

2003-2007 Thebes academy Cairo, Egypt Faculty of Management Information Systems

- Establishing an information system helps to increase the speed of decision making.
- Establishing a geographical database.
- Establishing a unit for informatics programs development
- Hands on latest and most popular computer skills coupled with a business administration background
- international Programs worldwide
- Exposure to the work environment through local and international internship in the Industry
- Training e-commerce market

Language skills:

- Native language :- Arabic English: - Good

Training and Courses:

- ICDL
- Engage in Export (FTTC).
- Export Basic (FTTC)

Personal skills:

- Considerable Management experience
- Considerable Sales & Marketing experience
- Order and system
- Ability to negotiate well
- Responding to legislative and economic changes and varying exchange rates
- Ability to report writing process
- Ability to travel domestically and internationally.
- Strong communication skills involves delivering the idea clearly
- Able to handle dealers/ customers.
- Good looking.
- Good in presentation.
- Hub spot - Google Analytics- Data Analysis- SEO – Research – Strategy - Outbound Marketing

WORK EXPERIENCE:**1- Business Development Manager at Volume group co. (2020- till now)**

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop entry level staff into valuable salespeople

2- Senior Marketing & Sales Executive at Salam air (Alexandria) From (2018 to 2020)

- Drives Business by leading the GSA sales team in the assigned geographical area/territory to identify new opportunities, new travel agencies and markets, and to grow sales and revenue based on market needs and conditions measured to Air Salam services.
- Translates input received from sales teams into recommendations to base on cost/benefit analysis.
- Drives/supports sales target scales, objectives and performance parameters of the sales team in the assigned geographical area/territory.
- Constantly reviews financial data to evaluate performance, identify shortages, determine root causes, recommend changes and implement corrective measures accordingly.
- Recognizes the unique needs of the assigned territory versus Air Arabia products and services; evaluates flights and fares with Revenue Management Team, identifies new route opportunities and recommends the same to management with a proper business case.

- Oversees the relationships with travel agencies, GSAs, government departments, ministries, tourism companies, as well as trade companies, to increase distribution, **enhance** business and grow sales.
- Conducts field visits, bench-mark studies and market analysis to stay abreast with competitors' position, market conditions, and customer needs affecting market trends takes necessary action to ensure required load factors.
- Generates function-related performance reports regularly.

3- Marketing & Sales Executive at Accentia Middle East from (2017 to 2018)

- Responsible for achieving the pre-defined sales targets for Projects under the guidance of the manager.
- Maintaining the database of the Leads generated & make regular follow ups with them.
- Coordinating with the interested Clients, Leads & converting them into sales.
- Maintaining good relations with corporate clients as well as individual clients.
- Prepare & Execute presentations.
- Develops a business plan & Sales Strategies that ensures attainment of
- individuals and company's sales goal and profitability
- Market & Competitive Analysis
- Customer Relationship Management
- Distribution Channel Management
- Strategic Marketing
- Product Positioning
- Start-ups & Turnarounds
- New Product Planning
- Business Development
- Sales Training & Leadership
- Operational Management
- Strategic Alliances
- Contract Negotiations

4- Assistant To Regional Director of Human Resources & Management Development At Almasah Hotel (2016-2017)

- Assist the manager in organizing, planning and implementing strategy
- Coordinate operations / follow-up
- Ensure schedules and objectives are met
- Supervise and motivate staff
- Monitor operating costs, budgets and resources
- Create reports, analyze and interpret data
- Drive recruitment process and training & development
- Secure adherence to company's policies and guidelines
- Calling and following up with statutory agencies as needed

5- Business Development Manager at Helcometals co. (2015-2016)

- Identify, the prevailing economic global situations, concerning the type of work that the company do as the competition for example.
- Extensive market surveys before starting any project and continue to gather information.
- Detailed preparation of a business plan that guarantees not to deviate from the objectives of the company.
- Ensure the availability of sufficient financial for future expansion.
- Connect with experts in order to obtain professional information
- including contact with accountants or lawyers, experts in the sector
- Regularly attend workshops and trade shows and presentations.
- Market & Competitive Analysis
- Customer Relationship Management
- Distribution Channel Management
- Strategic Marketing & Product Positioning
- Start-ups & Turnarounds
- New Product Planning
- Sales Training & Leadership
- Operational Management & Strategic Alliances
- Contract Negotiations

6- Marketing & Sales Executive at Alpha International for Trading & Marketing. (2013-2015)

- Responsible for achieving the pre-defined sales targets for Projects under the guidance of the manager.
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- Customer Relationship Management
- Distribution Channel Management
- Strategic Marketing
- Product Positioning
- Start-ups & Turnarounds
- New Product Planning
- Business Development
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- Prepare & Execute presentations.
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- individuals and company's sales goal and profitability

7 - Worked as Business Development Coordinator from the year 2011 to 2013 at Helcometals Company where my job duties included the following.

- To support the Business Development Managers (and their teams) in drafting and finalizing submissions, presentations, etc
- To monitor Business Development performance and produce reports as required
- To assist with the gathering, collation and analysis of Market Intelligence
- To represent Dimensions and positively engage with customers and consumers as required
- To attend departmental and other meetings, representing the Business Development Team
- To run the Business Development Calendar: to schedule and track key project dates in conjunction with Business Development Managers
- To assist Business Development Managers with the project management/coordination of submissions

8 - Worked as Admin Assistant to General Manager & Sales Coordinator From the year 2008 to 2011 at Helcometals Company where my job duties Included the following.

- Coordinating with the members of the sales team.
- Assisting in the development of the promotion plans and planning sales strategies.
- Prepared monthly sales reports for General Manager.
- Produces reports based on the sales of employees in the sales department
- Meets with people in other departments to help promote product
- Trains new employees to make sure they meet various guidelines
- Creates new and innovative ideas to sell product
- Responds to any inquiries from the consumer
- Evaluates the performance of salespeople
- Hires and fires sales team members when necessary
- Reads and evaluates sales reports
- Meets monthly sales goals as provided by management
- Makes sure that sales orders are delivered in a timely fashion and according to the desires of customer
- Settles upon delivery dates and times with other departments to make sure that the consumer interaction is of the utmost of professionalism
- Makes presentations to management which explain how to meet sales goals and talk about any new innovative ideas that management may have
- Has the ability to read any and all financial documents, especially cash flow statements and general ledgers
- Assists the marketing department in new marketing campaigns
- Makes sales goals and assists other members of the sales department in meeting them
- Generated repeat business through successful client follow-up.
- Evaluating documents and preparing notes
- Maintain confidential records and files
- Maintain records of decisions
- Review and edit reports to General Manager
- Prepare correspondence for Board members