



Haitham El- Helw

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EDUCATION

- ~~Bachelor of Tourism and Hotels.~~
- Grade: Very good
- Graduation Year : 2007
- Languages: English (very good) & Arabic Mother Tongue and French (Good)

EMPLOYMENT



Home Appliances

Jun 2020 -till now (*Water Dispensers – TVs – Hoods -Choppers*)

- **Key Account Manager (Modern Trade)**

Accounts

*(B.tech – Raneen – Raya – Aman – Rizkalla -Gaballa – Cairo
Sales – Elbeit – Radio talaat2000- Ehab Center – Fathalla -
Hyper techno –Spinneys- Noon – Amazon – Homzmart –
Manzzeli)*

Responsible for:

- 1-Follow up the sales in my company's Clients.
- 2- Make Purchase Orders with purchasing and operation Managers.
- 3- Manage company portfolio
- 4- Achieving monthly, quarter and annual company's targets.
- 5- Growing company's share of sales
- 6- Coach sales account managers and sales supervisors- and sales Rep .



Home Appliances

- **Sales Account Manager GRAND for Home Appliances**

(Raneen – Rizkalla -Gaballa – Cairo Sales – Elbeit – Radio talaat2000- Fathalla -Hyper techno –Spinneys- Homzmart)



Software Company

Mar2017 -May 2020

- **Sales Manager at Raed Technology**

It is one of NAHL holding in (Riyadh-KSA)

3 yrs 3 mos

Tasks & Job description

- Hiring staff in Cairo branch. (developers & sales)
- Daily Reports to Head office in KSA.
- Contact for company's Clients in KSA. Remotely (By phone, Email, Zoom ,etc.
- Achieving company's targets (Mob apps – websites)
- Mentoring sales Account Managers in KSA remotely.



Home Appliances

Jan 2015 -Feb 2017 (*Cookers - TVs – ACs– Hoods -W .Machines*)

Key Account Manager (Modern Trade)

Responsible for:

- Achievement growth and hit sales targets.
- Implement a strategic business plan.
- Make Yearly sales Forecast in my accounts (Carrefour – B. TECH - Spinneys - Hyper one- Arafa Group)
- Coach sales account managers and sales supervisors- and sales Rep



office Automation

May 2011- Dec 2014

Senior Sales Account manager

Company Name: Eastern Technology Company
Agency (Samsung – Xerox – Brother printers)
(Microsoft- Havait) Computer Accessories
Company Location: Nasr City

Responsible for Accounts:

Carrefour : Maadi – Dandy – Obour – shourok – CFC
Hyper One : Zaid – Asher
Lulu HYPER Markets



Digital Camera

Jan 2010- Apr 2011

- **Sales Supervisor**

Company Name : Foto Express Egypt

agent (Nikon- Fujifilm – Casio)

Location: Haram – Giza

Accounts: Carrefour (Maadi- Dandy)

One year 4mos

Silicon21
CRM

Canon **D-Link**

Sep 2006 – Dec 2010

- **Sales Supervisor**

3Yrs - 4mo

Company Name : Silicon 21 Agent (Canon & D-Link)

Company Location: Nasr City

Accounts: (Carrefour Maadi – Dandy – Obour)

Tasks & Job Description

- Responsible for Achieve Company's target.
- Responsible for company promoters (attendance).
- Presence with sections managers during doing our PO.
- Responsible for Company product display on stores.

KEY SKILLS

Work based skills

- Strong communication skills
- Working well as a team
- Showing initiative and solving problems
- Good at meeting deadlines
- Good experience using Word, Excel and PowerPoint

Personal skills

- Friendly and approachable
- Organised and hard working
- Good timekeeper