



Salah Ahmed El-Hawary

Area Sales Manager

CAREER OBJECTIVE

To follow a satisfying profession as Sales Manager at any Company wherever a variety of skills be able to be advantageously utilized by means of established documentation of accomplishment in sales, to improve commercial purpose.

CONTACT

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Sohag, Egypt

PROFESSIONAL EXPERIENCE

Emdad Company

Cairo&Giza (Egypt)

Area sales manager

1 Oct 2022 - Now

- Managing, training, and providing overall guidance to the sales team of an assigned territory.
- Setting reasonable sales targets to be achieved by the sales team.
- Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
- Collecting customer feedback and providing updates to senior management.

Abraaj medical Company

Cairo (Egypt)

Area sales manager

30 Jan 2015 - 30 Dec 2021

- Sales of Gastrointestinal endoscope and laparoscopic surgery.
- Selling promoting and achieving sales target and budget of medical equipment for various market segments.
- Establish sales objectives by forecasting and developing annual sales quotas for the assigned market segment.

Millensys infinite idea Company

Cairo (Egypt)

Area sales manager

1 Jan 2015 - 30 Dec 2015

- Worked in sales Department on software solution PACS and RIS.

International biomedical engineering technologies

Cairo (Egypt)

Area sales manager

1 Feb 2011 - 30 Sept 2014

- Travel to per - identified commercial districts with the goal of selling new identified and set up meetings with the person who can make a buying decision.
- Write up orders on sales App.
- Take payments such as cash, credit or check.
- Develop and maintain prospect list with all key details.
- Develop constructive and cooperative working relationships with others.
- Upgrade current former customers.
- Assist with building the clients profile suggest specific product purchases to match the needs of your customer.
- Meet specific minimum sales targets to unlock uncapped commission.

PROFESSIONAL SKILLS

- Communication.
- Management.
- Organization.
- Leadership.
- Creativity.
- Attention to details.
- Learning Ability.
- Very Good Problem Solving Skills.
- Strong Research And Analytical Abilities.

HOBBIES

- TECHNOLOGY
- READING
- SWIMMING

LANGUAGES

- Arabic (native)
- English (Fluent)

Salah Ahmed El-Hawary

Area Sales Manager

PROFESSIONAL EXPERIENCE

Saudi Medical Equipment Company

(Kingdom of Saudi Arabia)

Sales representative

1 Feb 2009 - 1 Jan 2011

- Prospect and qualify new sales leads.
- Schedule meetings and presentations with prospects.
- Create, plan, and delivers presentations on company products.
- Track all sales activities in company CRM system and keep current by updating account information regularly.
- Communicate customer and prospect product pain points to appropriate departments.
- Maintain a well-developed pipeline of prospects.

Bansbec medical

Cairo (Egypt)

Sales Executive

1 Jan 2008 - 30 Dec 2009

- Implement and manage account- specific strategies to target new accounts and increase business in existing accounts.
- Represent the organization at trade exhibitions , events and demonstration.
- Identify new markets and business opportunities.
- Record sales and send copies to the sales office.
- Creatively grow existing business and obtain new customer accounts.

EDUCATON

- **Birot Arab University**
Bachelor of Law

(Alexandria)
2008

- **UNESCO in Corporate With International Center For Information Technology**
International Computer Driving License

(Sohag)

- **University of Alexandria and the International Center for Arbitration and authenticated by the Ministry of Foreign Affairs under the auspices of the International Center for Arab arbitrators**
Qualified In International Arbitration Diploma

(Alexandria)

HIGHLIGHTS

I'm interested in becoming a member of your successful team and joining your esteemed organization.

Please feel free to contact me at any of the above mentioned numbers, or via e-mail...

Thank you for your time and consideration

PERSONAL INFORMATION

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- Leadership.
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