**Name**  :

Mahmoud Hassan Mohamed El sadek .

**Home address** : Qalubia .

**Mobile**  : (+202) 01022896564

**Date of Birth** : 6/8/1978

**Marital Status** : Married.

**Nationality** : Egyptian.

**Military Service** : Exempted.

| **OBJECTIVE** |
| --- |
| **Seeking** for a sales manager in a leading company that offers more jobsProgression, growth, development opportunities, and valuable and rewarding experience. |
| **EDUCATION** |
| Benha University Bachelor Of Commerce.Major: EnglishGrade: Pass |
|  |
| **EXPERIENCE :** |
| Working at* Chubb Arabia cooperative insurance company .
* Libano- suisse Takaful Egypt insurance company .
* Bella City ( The Egyptian Italian Company for Modern Industries( .
* Tebba company for medical supplies .
* Baioners steel company .

**Job Description*** Achieving growth and hitting sales targets by successfully managing the sales team.
* Designing and implementing a strategic sales plan that expands company’s customer base and ensure it’s strong presence.
* Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.
* overseeing the activities and Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
* Meeting planned sales goals.
* Setting individual sales targets with the sales team.
* Tracking sales goals and reporting results as necessary.
* Overseeing the activities and performance of the sales team.
* Coordinating with marketing on lead generation.
* The ongoing training of your salespeople.
* Developing your sales team through motivation, counseling, and product knowledge education.
* Promoting the organization and products.
* Understand our ideal customers and how they relate to our products.
 |
| **SKILLS & COMPETENCIES** |
| * **Ten or more years of experience in managing sales in a corporate setting**
* **Proven record of success with the entire sales process, from planning to closing**
* **Excellent communication, interpersonal, and organizational skills**
* **Superb leadership ability**
* **Ability to travel at least 20% of the time.**

**Language skills:*** Good command of both written and spoken English.
* **Native** language: Arabic.

**Team working skills:****Acting** as a team member in my job, I was assigned to work in many teams in my company due to my behavior flexibility.* **Posse's** excellent customer services skill & answer phone call.
* **Pay** attention to details.
* **Show** accurate typing skills.
* **Show** initiative.
* **Have** strong organization skill.
* **Be** eager to learn.
* **Enjoy** being part of team.
 |
| **PERSONAL CHARACTERISTICS** |
| **Self**-motivated, dynamic, energetic, results-oriented, achievement-oriented, customer-oriented, flexible, cooperative, able to learn, stress tolerant, able to move/travel, organized, able to work under pressure, creative, able to work long hours and weekends when necessary. |
|  |

***I am seeking for a position that improve my skills &***

***Talent and by which my education and experience where be implemented***

***Your soonest reapply will be highly appreciated***