



AHMED MOHAMED AHMED SEDDEK

VENDOR ACQUISITION

Experience

Enarat.com | 2018 - Present

Kandil Egypt in (Enarat.com)

- Vendor Acquisition | Dec 2021 – Present

I was Scan the Market for potential Vendors and draft deals with them. Lead the vendor integration process starting from product selection, datasheet preparation, photo shooting to final product upload. Negotiate deals and promotions on seasonal occasions with vendors to maximize sales from all assigned accounts. Follow up on new products from existing vendors, and lead regular stock updates. Follow up on regular basis with vendors on products low or out of stock. Build strategic relationships with vendors. Create purchasing contracts for retail vendors. Work on increasing SKUs, and adding new products category. Coordinate with the marketing team on seasonal promotional and discuss with vendors to get promotional deals. Analyzing sales performance and consumer buying patterns. Negotiate with vendors for promotions, exclusivity, price leadership.

-social media moderator (Full-time) | Feb 2020 – Oct 2020

-social media moderator (Part-time) | Nov 2018 – Jan 2020

Dealing with the customers via social media channels, a website on live Chat, help them choose the right products for their homes, and helping the rest of the team on the website back-end (edit some products information - add offers codes)
<https://www.facebook.com/enarat.eg/>
<https://www.instagram.com/enarat.eg/>

BOGOplus | Oct 2016 - Jan 2020

BOGOplus

-Account Manager | Jul 2019 – Jan 2020

Responsible for all the information related to the merchants and coordinating between all departments of the company to maintain the correctness of the information and to develop a plan for dealing between each department's

-Social media moderation | Jan 2019 – Jul 2019

Dealing with customers by Facebook and Instagram messages and the sales analysis every month for the sales department and discuss the KPI with them

-Telesales Representative | Oct 2016 – Dec 2018

Dealing with customers by phone for explanation and presentation of the BOGOplus Book
<https://www.facebook.com/BogoPlus/>

Contact

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Profile

Graduated from New Cairo Academy with International trade and economics Bachelor's degree. In addition to 3+ years of Experience in Digital marketing, working now with Kandil Egypt on enarat.com, I use my Networking, Public Relations, Marketing & Communications Skills to create a positive in their community

Education

● Bachelor's degree/ International Trade and Economics

New Cairo Academy, cairo | 2016 - 2020

During In the four years I have learned the international market standards,
The financial, legal, logistical, and intercultural aspects of importing and
exporting,

Study international finance, business strategies and law

Market research strategies

Courses

2020 - 2021

MARKETING COURSES

certificates : <https://bit.ly/3iClchx>

During the years 2020 and 2021, I completed 4 courses through
(**udacity -Google**) platforms in marketing field.

During these courses, I learned

-how to manage the social media Platforms

-choose the right platforms

-How search works

-seo audit and the future of seo

-create a marketing strategy

How do display ads work , targeting

Skills

Marketing

Digital Marketing



Social Media



Marketing



Social media



(strategy,

campaigns,)

Data analytics



Market research



Creativity



Languages

English



Skills

Account



Management



HTML & Css



Computer



proficiency.

customer service



Volunteer work

ASSISTANT

Presentation Sports | 2022

I volunteered Within the organizing team at the start of the match and reception
hospitality VIP on FIFA World Cup African qualifiers (Egypt vs Senegal) and the AlAhly
VS Zamalek match in the Egyptian League (Cairo derby)