



Mohamed Tarek BSc. Accounting & Business Administration
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Egyptian • Married • Dec. 8th 1989

I strive hard to harness all the assets and capabilities available within the showroom space to maximize profitability and increase the brand value, through constructive communication with customers, sharing knowledge, educating them via direct encounters, texting, telesales, and social media.

- Growth-focused and commercially minded professional with eleven-year experience in direct and indirect sales.
- Proven record in identifying new business prospects, generating leads, producing innovative sales, marketing, and communication strategies, and improving organizational profitability.
- Capable of defining the business mission and integrating resource strengths to deliver optimal performance.
- Competent communicator, able to interact with cross-functional teams, customers, distributors, and supply chains.
- Honorable history of sales growth and minimal opportunity losses.

— SKILLS & EXPERTISE —

Creativity • Self-sufficiency • Self-motivation • Business Awareness • Leadership • Marketing Strategies • Branding • Negotiation • Prospecting Skills • Product(s) Launching • Building & Maintaining Strategic Relationships • Needs Assessment • Presentation Skills • Forecasting & Predictability

— ACCOMPLISHMENTS —

- Multiplied Al-Fahma showroom sales five times in a few years by focusing on decorative paints, increasing the Jazeera footprint in this sector. As a result, I've been rewarded and received a recognition letter from the sales director .
- Contributed and represented Marathon Trade in the negotiations which led to closing its most rewarding contract with the Egyptian Iron & Steel Company.

— PROFESSIONAL EXPERIENCE —

Seinor Sales Engineer

Tia group

Sales Supervisor

Jazeera Paints

sales Representative

Jazeera Paints

Showroom Manager

Jazeera Paints

Showroom Manager

Jazeera Paints

Cairo , . Egypt

02-2022 – present time

Madina , . Saudi Arabia

01-2019 – 11-2021

Madina , . Saudi Arabia

01-2018 – 12-2019

Madina , . Saudi Arabia

05-2015 – 12-2018

Abha , . Saudi Arabia

09-2012 – 05-2015

Representing the well-known brand in underperforming territories (showrooms), regaining the customers' trust, satisfaction, and loyalty. Showcasing the new solutions, products, and success stories as well. Rebuilding the house painters' database and recapturing others.

Key Accomplishments:

- Organized a series of successful events to introduce many solutions in the waterproofing segment, the non-structural repairing mortars, putties, and architectural paints.
- Qualified and added to the company's database elite applicators, who're serving a wide range of waterproofing, and protective coating applications.
- Promoted twice for overachieving targets, and for the ability to seal deals with Jazeera's comprehensive solutions.

Project Manager

Marathon Trade (import & export agent)

Cairo, Egypt
01.2012 – 08.2012

Part of the projects management team and responsible for key accounts in the Iron, Steel, and castings business.

Key Accomplishments:

- Contributed and represented Marathon Trade in the negotiations which led to closing its most rewarding contract with the Egyptian Iron & Steel Company.

Showroom Manager

Crocs (shoe manufacturing company)

Cairo, Egypt
07.2010 – 12.2011

Co-ordinated a wide range of duties, including marketing, promoting, and tutoring subordinates. Steering the whole team to overachieve the quota.

Sales Representative

Vodafone Egypt (telecom company)

Cairo, Egypt
01.2010 – 06.2010

Field sales representative, promoting Vodafone business solutions to a wide range of business sectors.

— EDUCATION & CREDENTIALS —**BSc. Accounting and Business Administration**, Faculty of Commerce – Helwan University, 2011