



Ali Mohamed Ali Alshaer

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Objective

I am looking for a challenging job with a rapidly growing organization that can provide me with a range of goals and job objectives within a contemporary and economical business setting. especially in the field of projects, because I have experience in dealing with consultants and contracting companies.

Experience

- **Watex** 2009 - 2017
Sales Director of Alexandria, North Coast and Matrouh
 - Sales Director of Alexandria, North Coast and Matrouh for rak therm Follow-up of merchants, distributors, projects and product marketing
 - . Lead a team of sales reps
 - . Develop and implement sales strategies to meet and exceed monthly and annual sales targets
 - . Build strong relationships with existing clients and key accounts
 - Negotiate contract and agreement with client
 - Prepare sales reports, performance analysis
- **Apsolin** 2020 - 2023
Project manager
 - Manag aportfolio of projects and develop new business relationships
 - Present products and services to potential customers
 - Negotiate terms of sale conclud contract successful
 - Collaborat with internal teams insure customers satisfaction and resolve any issues
 - Achieve and exceed sales targets
 - Approval of products with consultant, general contractor and subcontractor

Education

- **Education** 2008
Bachelor of Science and Education
B+

Skills

- Solving problems .sales management .business development
- Microsoft office
- Auto CAD
- Email communication
- Organisation .customer service .leadership and team
- Listening and fast learning .market analysis .sales forecast
- driving license

Projects

- **General Manager in DSG for Electromechanical contracting**

I worked as General Manager in the Burj Al Arab Airport project in the drainage networks from 2017

- **General Manager in DSG for Electromechanical contracting**

I worked as a General Manager in Alexandria Stadium in fire lines and nutrition networks in 2018

- **General Manager in DSG for Electromechanical contracting**

I worked as a General Manager in the Montazah project in the sewage networks, water and nutrition networks in 2019

Interests

- reading scientific research in the field of contracting

Languages

- Arabic
- English B2
- France A 1