



Elsayed Tawfik Moursy
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Personal Information

Date of Birth: 17/09/1987

Marital Status: Married

Military Status: Exempted

Summary of Qualifications

- A talented sales supervisor with strong experience in sales, marketing, customer services & public relations.
- Exceed assigned sales goals by managing the collective sales efforts.
- Highly organized with the ability to manage multiple projects and consistently meet deadlines.
- Possess leadership abilities, interpersonal and communication skills, and the ability to build excellent working relationships with clients and colleagues.
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Areas of Expertise

- Sales
- Marketing
- Public Relations
- Customer Service
- Events Organization
- Banking

Professional Experience

Accountant Training, Mr.Tawfik Moursy Office, Alexandria, Egypt

Jan 2008 – Jun 2008

- Financial books data entry
- Handling of clients' financial statements

Sales and Marketing Specialist, AIFU Horizon Resort, Alexandria, Egypt

Sep 2008 – Oct 2009

- Coordinating marketing and promotional activities to meet customer's needs
- Collaborating with other teams/departments to ensure customer's satisfaction
- Performing market surveys and research to ensure the resort's market competitiveness
- Meeting assigned sales target and goals

Accountant and Salesman (part time), Retaj Jewellery Stores, Egypt

Oct 2009 – Nov 2010

- Handling financial transactions and account information
- Provided financial information to management by researching and analyzing accounting data; preparing reports
- Recommending financial actions by analyzing accounting options
- Summarized financial status by collecting information; preparing balance sheet, profit and loss statement, and other reports

Sales and Marketing Specialist, Barclays Investment Bank, Alexandria, Egypt

Nov 2010 – Jul 2011

- Negotiating contracts and packages
- Organizing sales visits to high profile clients
- Achieving sales target and goals
- Received multiple local awards for managing to increase the sales profit

Sales and Marketing Senior, Brush Advertising Agency, Alexandria, Egypt

July 2011 – Jan 2012

- Handling clients' campaign requirements
- Performing thorough research and surveys to best understand the client's products and needs
- Presenting campaign pitches and plan to client
- Assessing campaign cost and discussion with client for approval

Sales and Marketing Supervisor, Salman Group, Saudi Arabia

Jan 2012 – Feb 2019

- Responsible for business development activities by researching and developing marketing opportunities and plans
- Implementing sales and marketing plans
- Achieve marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews
- Identify marketing opportunities by identifying consumer requirements, defining market, competitor's share, and competitor's strengths and weaknesses as well as forecasting projected business and establishing targeted market share
- Maintaining production, productivity, quality, and customer-service standards
- Ensure meeting the marketing and sales financial objectives by forecasting requirements, preparing an annual budget, scheduling expenditures, analyzing variances and initiating corrective actions
- Marketing consultant for KIA – Aljabr, and The Coca-Cola Company

Sales Manager, High Print Group, Alexandria, Egypt

June 2019 – February 2020

- Handling clients' campaign requirements
- Performing thorough research and surveys to best understand the client's products and needs
- Presenting campaign pitches and plan to client

Sales and marketing Manager, Al-Nisr, Alexandria, Egypt

September 2020 – February 2021

- Negotiating contracts and packages
- Organizing sales visits to high profile clients
- Marketing consultant for new production lines

Sales Supervisor at Etisalat Egypt
July 2021 till now

IT Proficiency

- **Operating Systems:** Windows
- **Office Tools:** Microsoft Office, LibreOffice
- **IT Certificates:** ICDL

Education

High school - Victoria College, Alexandria, Egypt, 2005

BSc - Accounting Department, Faculty of Commerce, Beirut Arab University, Alexandria, Egypt, 2009

- Elected as spokesman of my class
- Provided multiple orientation sessions to new admissions
- Presented multiple undergrad projects related to marketing campaign simulations and financial handling

Language Skills

- Arabic: (Mother Tongue)
- English: Excellent Speaking, Writing, and Reading

Extra Activities

- Provided training, development and coaching to junior sales representatives.
- Handled human resources tasks of recruiting, filtering and hiring the best sales representatives candidate

Interests

Reading, Football, and Traveling.