**Mahmoud Hamdi Abbas**

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**Country of Residence: Egypt, Cairo**

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**Job Target: Sales and Account Management**

Business Development, Sales and Marketing, and Team Leadership

**Goal oriented with an influential approach to B2B sales development from the creation of new market opportunities that has required a high degree of commercial awareness to the development of effective sales force controls and the necessary sales / management expertise for changing circumstances in the market place. Now looking to use my sales and management skills within a new challenging, independent position that rewards on merit and hard work.**

**AREAS OF EXPERTISE**

**Sales and Marketing Strategy** **Salesmanship /Closing** **Business Processes**

**Forecasting / Planning****Team Working / Leadership****Business Development**

**Networking / Negotiating** **Building Relationships** **Account Management**

**EDUCATION AND PROFESSIONALDEVELOPMENT**

**Bachelor of Commerce (University of Cairo, Faculty of Commerce) 2002**

**Major: Accounting – Grade : Pass.**

**Marketing Management Post- Graduate Diploma (University of Cairo, Faculty of Commerce) 2017 – Grade : Good.**

**Sales/Technical Courses: Conceptual Selling (Miller Hieman) U.S.A.**

**English Arabic Translation Diploma 2015 – 2- year-fulltime Diploma – (University of Cairo, Faculty of Arts)**

**Bachelor of French Translation 2017 – Grad: Good – (University of Cairo, Faculty of Arts)**

**Approaching MBA.**

**Professional Experience and Significant Achievement**

**Branch Manager *Oct 09 – Present***

***AL SHAYA – STORAGE SOLUTIONS & SUPERMARKETS EQUIPEMENT – JEDDAH, K.S.A****.*

**Leading three- rep sales team, managing nearly 20 major accounts, selling a wide range of storage solutions & supermarket equipment**-*reporting to Regional Sales Manager*

*Job Description:*

**Start as a project sales rep. and promoted to Acting branch manager**.

**Develop business, Present and sell company products and services to current and**

**potential clients, Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.**

**I closed around SR 3,350,000 in average major sales in 2010, and 4,000,000 in 2011**.

**Prepare a variety of status reports, including activity, forecasts, closings, follow-up,..etc**

**Participate in marketing events such as seminars and trade shows.**

**Build and developed a wide “service network” through our national partners**.

**Acting Manager of Southern Region Branch**

**leading, directing and motivating the sales team in order to achieve the overall corporate sales objectives.**

**Responsible of managing Southern region branch from 7/2012 to 12/2013.**

**Responsible for motivate team through a compelling vision and direction to encompass the company Core values, maintaining customer service, maintaining cash controls, and purchasing and maintaining the store facilities.**

**Take inventory, order supplies, Build effective relationships with peer and upper management partners****and resolve customers concerns.**

**The team closed around SR 6,150,000 in average major sales in 2012.**

**Sales Supervisor *May 08 – Sep 09***

***GENERAL TRADING(ONE WORLD)–NASR CITY, EGYPT***

**Part of a team of 10, leading a sales team of 3 sales Reps, and selling a wide range Aluminum containers and rolls, and Kling film-***reporting to Sales Manager*

*Job Description:*

**Supervised and coordinated the daily activities of sales representatives engaged in promoting and selling a product by phone or mail.**

**Recommended changes to current sales techniques or procedures based on team performance and new selling techniques.**

**Meet financial objectives, analyzwd variances, and initiated corrective actions.**

**Sales Supervisor *April 05 – May 08***

***DEEMA PACKING & PACKAGING MATERIALS – 6th of OCTOBER CITY , EGYPT***

**Part of a team of 15, managing nearly 25 major accounts, selling a wide range of Aluminum containers and rolls, and Kling film,** *reporting to Sales Manager*

*Job Description:*

**Started as a sales rep. and promoted to sales supervisor**.

 **Assisted the Sales Manager in leading, directed and motivated the sales team in order**

**to achieve the overall corporate sales objectives.**

 **Assisted the Sales Manager in revising and implementing the sales strategies plans.**

**Assisted the Sales Manager in generating sales opportunities by identifying appropriate**

**business targets and provided a professional and excellent level of customer service**

**Early Career Summary**

**Sales & Marketing Coordinator – Aswak AL NAS Paper Dec. 2004 - April 2005**

**Outdoor Sales Representative - Egyptian Diary & Foodstuff Co. May 2004 - Dec 2004**

**Arabian Co. for trading (Private Business). June 1997 - Dec 2003**

**Interests and Pastimes:**

**Football, reading, current affairs, and travelling.**

**Skills**:

**Computer literacy:**

**Excellent knowledge of office (Word, Excel, Access, Power point)**

**Languages:**

**Arabic native speaker.**

**Excellent of both written & spoken English (AUC – Cairo)**

**Excellent of both written & spoken French(CFCC – Cairo )**

**Driving License :**

**Saudi Driving Licence.**

**Egyptian Driving Licence.**

**Personal Information:**

**Date of Birth : 30/10/1974 Marital Status : Married Military Service: Exempted Additional Information : references available upon request.**