



Mohamed Sobh Mohamed Ali

CONTACT

m.sobh.m@gmail.com

01060035409 - 01211119752

PERSONAL PROFILE

Business Oriented & a hard working millennial, with a huge passion towards learning and growing my knowledge at the sales and marketing fields in the electric devices, solar power and the renewal energy sectors with more than 20 years of experiences in the Egypt & GCC countries.

Skills

- Sales
- Marketing
- Negotiation
- Project Management
- Team Management

EDUCATION

Graduated of Technical Institution at Mataria

“Industrial Electrical Specialization”

COMPUTER SKILLS

Microsoft office

(Word - excel - power point) Good.

Google G-suite

(Documents - Sheets - Gmail) Good.

WORK EXPERIENCE

E.S.I (CEO)

FEB 2015 – PRESENT

- **Plan, develop, implement and direct** the company's operations and fiscal function and performance.
- **Analyze and make recommendation** on the impact of long range growth initiatives, planning, and introduction of new strategies and regulatory actions.
- **Provide strategic input and leadership** on decision making issues affecting the company and departments

Azmeel Contracting "KSA" (Project Procurement Manager)

AUG 2012 TILL JAN 2015

- **Creating the Procurement Plan.** Establishing a comprehensive procurement plan on the project level
- **Coordinating Internal Stakeholders.** Large, complex procurements nearly always have many internal stakeholders.
- **Coordinating Vendors.** In addition to coordinating our internal stakeholders, our vendors needed coordination too.

Multi System (Deputy Sales Manager)

APRIL 2000 - JUL 2012

- **Recruit, hire, and train** sales team
- **Set sales goals**, compare performance to goals, and adjust goals as needed
- **Assess current team processes and procedures**, identify opportunities for improvement, and implement them
- **Develop individual quotas** and assign territories for team members
- **Provide detailed** and accurate sales forecasts
- **Coach, mentor, and provide** feedback to team members
- **Foster a competitive** yet collaborative team environment
- **Assess individual performance** through observation and measurement, and suggest corrective actions as need