

# Ramy Ibrahim



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## PERSONAL DATA

- Date of Birth: June 22, 1982
- Nationality: Egyptian
- Status: Married

## Personal Summary

An enthusiastic, ambitious and professional individual who has a proven track record of achieving results in highly competitive environments. A true sales professional who is driven to hunt for new business and is mentally resilient enough to be able to push past rejection to achieve results. I am a talented technical sales engineer who can enhance the performance of any business by using my energy, drive and commitment to succeed to build outstanding relationships with customers and drive overall revenue growth. I am a result driven, a quick learner and fast at absorbing new ideas and adapting to changing scenarios.

## EDUCATION

**Bachelor of Mechanical Engineer – Power Division**  
*Helwan University*

Sept. 1999 - May 2005

## WORK EXPERIENCE

**Hilti Qatar – Senior Firestop Specialist**  
Nov. 2021- Present

### • Duties

- Develop & Maintain business for Firestop applicators.
- Provide technical Support for both Firestop customers & colleagues
- Induct Trainings for Hilti Products & Systems
- Daily coordination with technical team in Dubai to provide suitable Engineering Judgements
- Coordinate and assist applicators to acquire new projects in the market
- Forecasting and pricing of all Firestop Materials

**Hilti Qatar – Senior Key Account Manager**  
Sept. 2016- October 2021

### • Duties

- Focus on creating sustainable business with Largest Accounts in Mechanical & Electrical Trade.
- Develop and maintain strategic long-term trusting relationships with customers to accomplish organic growth and long-term company objectives
- Acquire a thorough understanding of key customer needs and requirements
- Develop the relationship with existing customers by continuously proposing solutions that meet their objectives
- Coordinate with marketing and logistics team to forecast the required materials for Key Projects on quarter basis to maintain the right stock level.
- Driving sustainable customer development through solution selling and differentiated services
- Mentoring new joiners within the team to integrate them into the sales process

## SKILLS

- Key Account Management
- Business Development
- Communication & Relationship Building
- Consultative Selling – Value based selling

## LANGUAGES

- Arabic: Native
- English: Professional

## Achievements & Awards

- Meta Top Club winner 2016 & 2019
- Team Member of the Year 2016
- Runner-up King of Tools 2016
- Collection Champion 2020

### Hilti Qatar – Upper Account Manager

Oct. 2014- Sep. 2016

- **Duties**
  - Drive daily sales execution to grow a loyal customer base within a designated geographical area while strengthening the company's position or market share within the territory
  - Develop, analyze, and manage business plans related to the customer.
  - Demonstrate consultative selling; convince customers that they have a need for a product or Service
  - Demo Hilti products and services in person, face-to-face, with customers.
  - Identify the key roles on a jobsite project and understand their responsibilities and needs.
  - obtain appointments with entry level decision makers at construction/ industrial companies
  - Collaborate with a variety of departments to be a successful account manager (materials management, logistics, credit, marketing, technical services, and customer service) of contacts

### SAKR Power Generation “MBH Authorized Dealer”

Rental Supervisor Feb 2014 – July 2104

- **Duties:**
  - Responsible for promoting the Rental Power generation in Four Branches in EGYPT (Cairo, Hurghada, Menia and Alexandria)
  - Managing the day-to-day rental operation within the context of the set budgeted guidelines, policies, and the divisional pre-set objectives, including revenues and profit.
  - providing the customers with the optimum rental solution and/or service that suits their needs within a time related and responsive frame.
  - Monitor Competitors prices and activities, submitting competitor's information on a regular basis.
  - Continuously monitoring the designated market sectors and probe for new opportunities.

### Mantrac Egypt – Caterpillar Dealer

Senior Executive Engineer Oct. 2005 – December 2013

- **Duties:**
  - Responsible for Handling Caterpillar spare parts & services for Top Industrial Accounts.
  - Making annual sales forecast to achieve sales target.
  - Support the team in the selling process & collaborate with various departments & groups during the selling process.
  - Define, implement and monitor the sales budget in the sector by analyzing sales data monthly to ensure that sales targets are being met and that budgeted profitability is secure.
  - Collecting, reviewing & reporting the team's periodic reports (calls reports, pending deals, weekly plan visits, etc...).
  - Attending quarter progress meetings where sales targets are discussed, and new sales plans are agreed on.