



Mahmoud Mohamed Moursi

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Career Objectives

To continue a flourishing career in sales & Marketing which warrants responsibility and present the opportunity of utilizing and further enhancing my job knowledge, experience and communication skills.

Qualifications

- 9+ Years Professional Sales Experience with general construction field.
- 4+ years professional corporate network engineering experience
- Strong presentation, oral and written communication, organization and time management skills
- Knowledge of computer network characteristics, network operating system software, and network components (i.e.: network servers, switches, hubs, routers, bridges, cabling, etc.).
- Troubleshooting skills and the ability to diagnose/resolve network system problems.
- Ability to interpret and apply complex technical manuals and reference materials.
- Good dealing with the consultants, Materials submittals and all of inspection requests.
- Ability to prioritize tasks in order of importance, direct efforts of others.
- Work independently and as a team member, and establish and maintain effective working relationships with the customers and systems administration personnel.

Experience

Inspirations projects Fit out & Furniture Co. Qatar

Dec 2020 - Present

Sales In-Charge.

- Mainly work for furniture for the projects of world cup event.
- Lead sales calls with team members to establish sales and customer retention goals.
- Monitor customer preferences to determine focus of sales efforts.
- Create and direct sales team training and development programs.

Hassanesco Ready Mix Co. Qatar

Feb 2016 – Oct 2020

Sales In-Charge.

- Manage a \$2 million sales portfolio.
- Successfully resolve an average of 45 customer issues per month regarding sales and service to ensure optimal customer satisfaction maintained at all times.
- Lead sales calls with team members to establish sales and customer retention goals.
- Monitor customer preferences to determine focus of sales efforts.
- Create and direct sales team training and development programs.
- Achieved 85% of quota within the first year as Sales Manager.
- Prospect, qualify and secure new product sales including direct-to-owner opportunities.
- Tasking includes customer presentations, estimating and proposal generation.
- Adequately evaluate the market buying criteria utilizing all market bidding sources.
- Enter, manage and maintain special quotes and pricing in the sales system per sales direction.

Door Systems Center Co. Qatar

Smart Home and B.M.S

May 2013 – Jan 2016

Sales Engineer.

- Prospect, qualify and secure new product sales including direct-to-owner opportunities. Tasking includes customer presentations, estimating and proposal generation.
- Identify and sell repair and maintenance services pertaining to all company products for existing clients
- Adequately evaluate the market buying criteria utilizing all market bidding sources.
- Assist with security software installations and programming of access controls, video and alarm systems for both service and installations.
- Consistently seek and promote opportunities for service, sales, and preventative maintenance contracts.
- Receive customer orders, PO, sample requests and order changes via e-mail, fax and interpret this information and enter it into the order entry and planning systems.
- Respond to customer inquiries promptly and efficiently.
- Navigate the organization product profile to obtain detailed product, price and delivery information that meets customer expectations.
- Enter, manage and maintain special quotes and pricing in the sales system per sales direction.
- Proactively manage customer order backlog to achieve 100% on time delivery by working with Production, Supply Chain, engineering and logistics.
- Assist in preparing monthly, quarterly and yearly budget forecasts with sales.
- Collaborate with outside sales staff, inside sales staff and other personnel as required to manage customer satisfaction
- Proactively evaluate potential problems on the job and initiate action to limit negative outcomes. Pursue change-orders for equitable adjustments to scope and contract value.
- Develop and maintain viable relationships with clients, prime contractors, subcontractors and trade personnel.
- Communicate openly and in a timely manner to management on upcoming large opportunities to ensure smooth business operations and customer satisfaction.
- Act in "Decision Maker" role with clients

Experience

Bridge CO. QATAR

Electro-Mechanical & Contracting

Dec.2011 \ February.2013

Sales Engineer,

- Identified and qualified MEP / Extra Low Voltage business opportunities
- Met regularly with MEP consultants to facilitate project specifications that favor our products and services
- Developed and maintained sales contacts
- Followed up on sales /project leads
- Established long-term, on-going relationships with clients
- Meeting established revenue and profit goals
- Prepare client proposals and estimates
- Respond to RFQ's

Gardenia. UAE

Information Technology

Dec.2009 \ Jun.2011

Sales Executive

Managed the daily activities of local and wide area network systems, performed diagnostics, schedules preventative maintenance and ensured network systems are operational.

- Responsible for installation, administration, and testing of network servers, operating system software, hubs, routers, switches, cabling, and other related network components/equipment in accordance with published standards.
- Provided response to emergency work requests; troubleshoots network failures and errors; and diagnoses, isolates, and resolves routine to moderately/highly complex network related problems while ensuring timely results and minimal disruption of operations.
- Assisted the Senior Network Engineer's with developing, monitoring, and implementing network security procedures for safeguarding all networking systems
- Performed facility surveys for network communications and made recommendations for the layout and location of network components, equipment, cabling, and wiring.
- Assisted with developing pricing schemes with vendors for network components, equipment, cabling, and wiring for new implementations or upgrades.
- Maintained records of work completed and in-progress; and updated network documentation to record installations, upgrades, configurations, etc.
- Managed network management programs and prepared network status reports.
- Assisted /supported other network related tasks/requirements as directed by management.
- Available on-call to assist with trouble tickets as needed
- Managed projects and deliver on time with periodic status reports to management.
- Managed and coordinate installation of new data services
- Supported relationships with vendors and partners.
- Interacted with other Technology teams regarding new application deployments and service installations.

Experience

Mozacosoft. Egypt Information Technology

Jan. 2006 \ Aug.2008

Sales Representative

- Maintained records of work completed and in-progress; and updated network documentation to record installations, upgrades, configurations, etc.
- Managed network management programs and prepared network status reports.
- Assisted /supported other network related tasks/requirements as directed by management.
- Available on-call to assist with trouble tickets as needed
- Managed projects and deliver on time with periodic status reports to management.
- Managed and coordinate installation of new data services
- Supported relationships with vendors and partners.
- Interacted with other Technology teams regarding new application deployments and service installations.

Academic Qualifications

- ***BS Management Information Systems, Future Academy – Ain Shams University, May 2005,***
- ICDL Certificate Nov. 2006 - English: A complete Course in American Business Speaking
- Computer Maintenance by I.B.I "Instructive British Institute" on Oct. 2007 Grade 90% Excellent.