

Mohamed Samy

Address: Alexandria, Egypt

Cell: +20 115 6528653

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Personal Details

Nationality : Egyptian

Gender : Male

Marital Status : Married

Language : Arabic (Native) / English

Driving License : UAE, Qatar and Egypt

Profile

A charismatic and energetic Sales professional with a proven track record of consistently winning high levels of business within a competitive market place, solid Sales and Marketing experience combined with excellent interpersonal skills and 13 years experience on Manufacturing/Construction/Building Material industries in GCC countries and MENA Region which guide me to be able to quickly establish credibility with senior decision makers in a wide range of Construction Business contexts, all with the aim of helping to grow the company brand and market share.

Key Skills

- Organized and result oriented even at peak of work load.
 - Patient and flexible even at hard time during work.
 - Diplomatic and tactful manner with all people.
 - Have leadership personality and strong marketing analysis.
 - Self-confident and persuasive spirit with a great practical attitude.
 - Adaptable to new places and conditions.
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Professional Experience

Position: **Sales Account Manager**
Company: **MEDICO Steel Doors**
Duration: **Dec. 2021 - Present**
Company Industry: **Manufacturing**
Address: **Alexandria, Egypt**

Responsibilities :

- Experience in dealing with main contractors and consultants in Egypt.
- Market analysis.
- Following the projects with sales team to achieve the target.
- Follow up and handling the inquiry and coordinate with estimation, technical, production and account department.
- Attend technical / commercial meeting with consultants and main contractors.
- Coordinating with project team and consultants for pre-qualification and material submittal for consultants approval.
- Review the contracts and the key point of payment method, warranty, penalty etc.
- Handling the distributors price base on areas and payment methods.
- Payment follow-ups.
- Market potential to generate sales volume in Egypt market.
- Weekly sales / technical meeting to coordinate and follow up the inquiries.
- Following daily and weekly sales report with sales executives.

Projects / Achievements:

- Sawary with value LE 35 million
- ALMARASEM with value LE 1.5 million
- Castle Land Mark with value LE 1.2 million
- Cooperative Society Housing for members of the Public Prosecution with value LE 4 million
- Egyptian Internal Project at Egyptian Natural Gas Company (GASCO) with value LE 800,000.00
- Sun Capital Compounds with value LE 4.6 million
- Alternative Accommodation at October Gardens City with value LE 7 million
- High City Compounds at Al Obour City with value LE 5.9 million
- Hikma Pharmaceuticals Factory at Badr City with value LE 600,000.00
- Mazarine New Alamein City with value LE 4.3 million

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Position: **Territory Sales Manager**
Company: **Gypsemna Co. LLC**
Duration: **Jan. 2020 - Apr. 2021**
Company Industry: **Manufacturing**
Address: **Dubai, UAE**

Responsibilities :

- Experience in dealing with main contractors and consultants in UAE region.
- Provide regular feedback to senior management about market place and competitor activity.
- Regularly coordinate with estimation, production and account department.
- Generate enquire, submit quotation, negotiate with client to close sale with allowed marginal benchmark set by management.
- Coordinating with project team and consultants for pre-qualification and material approvals.
- Attend any technical / commercial queries for customers / clients.
- Payment follow-ups.
- See market potential how to generate sales volume in UAE market.
- Daily and weekly report to management.

Position: **Assistant Sales Manager**
Company: **Middle East Insulation (Bin Ghurair Group)**
Duration: **Jan. 2013 - Dec. 2019**
Company Industry: **Manufacturing (Rolling Shutter Fire Rated & Non Fire Rated, Overhead Doors Residential's & Industrial's, Steel Door Fire Rated & Non Fire Rated, Equipment for loading & unloading areas)**
Address: **Jebel Ali, UAE**

Responsibilities :

- Scanning the markets for potential customers, achievement of sales target.
- Negotiate details of contracts and payments, and prepare sales contracts and order forms.
- Worked on various sales plans and programs.
- Developed business over the concerned regions constantly.
- Provide customers with product samples and catalogues.
- Recommend products to customers, based on customer's needs and interest.
- Manages the projects.
- Ensured best value to be obtain for the project and optimal usage of internal and external resources.
- Establishing, maintaining and expanding customer base.
- Achieved continuous improvement in the customer service and financial outcome by effective planning.
- Outstanding success in building and maintaining relations with key corporate decision makers.
- Maintain co-ordeal relationship with managers and representatives, engineers and contractors.
- Follow up and updating the status of project regarding negotiation terms of a contract or closing a deal.
- Consult with clients after sales or contract signing in order to resolve problems and to provide ongoing support.
- Answer customer's questions about products, prices, products availability.
- Maintain a current and accurate knowledge of competitor's product.
- Preparing daily/monthly sales report to the Sales Manager and General Manager.
- Experience in interaction with Consultants / Main Contractors / Contractors and end users

Projects / Achievements:

- Deira Island – Night Market with value AED 31.5 million
- Nad Al Sheba Development Villas (489 villas – phase 1) with value AED 2.8 million
- Nad Al Sheba Development Villas (486 villas – phase 2) with value AED 2.62 million
- Al Hayer Residential Complex Villas with value AED 2.0 million
- Emirati Housing Villas with value AED 1.6 million
- Dar Wasl Resident Project with value AED 1.5 million
- Military Officers Accommodation Project with value AED 1.5 million
- New Deira Fish Market Project with value AED 1.3 million
- Al Furjan Villas Package 4 (Nakheel) with value AED 1.3 million

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- Al Saadiyat Beach Villa Project (Phase 2) with value AED 875,800.00
- Dragon Market Project with value AED 444,850.00
- Azoury Resident Project with value AED 892,000.00
- Ibn Batuta Project with value AED 95,000.00
- Shaikh Hamdan Island Project with value AED 250,000.00
- Khalifa 'A' Data Center Project with value AED 147,800.00
- Al Furjan Package 6 (Nakheel) with value AED 875,000.00
- Construction of Al Daith Police Complex – Sharjah Project with value AED 250,900.00
- El Badha Heights 87 Villas Project with value AED 617,700.00
- Lulu Hypermarket Silicon Oasis with value AED 800,000.00
- BMW Showroom Motor City with value 600,000.00
- Ministry of Climate Change & Environment with value 150,000.00

Position: **Showroom Manager**
Company: **Al-Rais Group**
Duration: **June 2009 - December 2012**
Company Industry: **Retail**
Address: **Doha, Qatar**

Responsibilities :

- Directly supervise and coordinate activities of all employees working in the Showroom.
- Provide excellent customer service by assisting and responding to customer inquiries and complaint.
- Maintain the brand image of the company.
- Work with Customer Service Administrator for the daily/monthly sales report in the showroom.
- Plan on how to sell old displays, study what is in the market to establish strong client relationship for the purpose of repeat and referral business.
- To manage, motivate develop team performance of all the showroom staff.
- Keep tracks on all the stock and responsible to the inventory stocks of all items.
- Responsible to approve the discounted price provided to the customer if beyond the standard set by the company.
- Handle problems/issues with the customer being escalated by subordinates.
- Plan & approve all administrative request provided by the showroom staff.
- Perform the performance review for the employee working in the showroom and provides recommendation as necessary.
- Keys achievements such as deals for project villas, government bodies, schools and university.

Position: **Marketing Executive**
Company: **Arab Academy for Science & Technology and Maritime Transport**
Duration: **Dec. 2003 - Apr. 2009**
Company Industry: **Education**
Address: **Alexandria, Egypt**

Responsibilities :

- Conducting market research such as customer questionnaires and focus groups.
- Communicating with target audience and managing customer relationships.
- Prepared Marketing materials, including posters, flyers, newsletters and DVD's with in the budget.
- Arranged the effective distribution of marketing materials.
- Worked on various marketing plans and coordinate with the marketing manager.
- Monitored competitor activity.
- Contributing and developing marketing plans and strategies.
- Organizing and attending events such as conference, seminars, receptions and exhibitions.
- Maintaining and updating customer database.
- Monitoring marketing costs against the department's annual budget.
- Conduct market research to determine the size of target market and the potential profitability of Company's products and services.

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Academic Qualifications:

- Bachelor of Quality Control from Higher Education Workers University

Computer Skills:

- Excellent user for Microsoft office and internet browsing especially Excel and Access Modules.

REFERENCES (available upon request)

Signature,

Moh. Samy