



SALIH MOHAMED

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SUMMARY

I am an experienced Sales and Business Development Manager with a background in mechanical engineering. Proven ability to manage Sales, enhance customer satisfaction, and lead teams. Adept at optimizing processes, managing inventory, and improving operational efficiency. Multilingual with strong communication and negotiation skills.

WORK EXPERIENCE

ALSIR for Medical Training, Sales and Business Development Manager

Jan 2021 - Present

- Developed and executed sales strategies to achieve and exceed revenue targets.
- Identified and pursued new business opportunities to drive growth and expand market reach.
- Generated sales leads through various channels and managed the sales pipeline.
- Engaged with potential and existing customers to understand their needs and provide tailored solutions.
- Met and exceeded personal and team sales targets and call handling quotas.
- Conducted market research to identify trends and competitive landscape.
- Built and maintained strong relationships with key clients and stakeholders.
- Collaborated with marketing to develop campaigns and promotional strategies.
- Managed the customer service team to ensure high levels of satisfaction and retention.
- Analyzed customer feedback to improve service delivery and product offerings.
- Oversaw logistical aspects to ensure timely delivery and customer satisfaction.
- Managed website design projects to enhance customer experience and online sales capabilities.

Al-Madina for Ceramics & Porcelain, Mechanical Engineer

2018 - 2020

- Collaborated with a global development team on various engineering projects.
- Assembled and installed machines, gas, water, and air pipe systems.
- Conducted troubleshooting and maintenance of mechanical systems to ensure optimal performance.
- Designed and implemented mechanical components and systems for production lines.
- Improved assembly line efficiency by 15% through process optimization.
- Conducted training sessions on assembly procedures and safety protocols for new engineers and technicians.
- Participated in the design and development of new machinery to enhance production capabilities.
- Prepared technical reports and documentation for all engineering activities.
- Ensured compliance with industry standards and regulations during all engineering projects.

EDUCATION

- **OSTIM Teknik Üniversitesi**
- **Master's in Industrial Policy and Technology Management**
- **2022 - 2024**

- **Nile Valley University**
- **Bachelor of Mechanical Engineering**
- **2012 - 2017**

SKILLS

- Project Management
- Public Relations
- Teamwork
- strong negotiation
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- Sales Strategy Development
- Business Development
- Customer Relationship Management
- Logistics Management
- Process Optimization
- Inventory Management
- Multilingual: Arabic (Native), English (Fluent), Turkish (Advanced)

ADVANCED ACTIVITIES

Sales Manager | Alsir for Education Service

- Successfully managed the registration process for 100 university students, demonstrating strong organizational and client management skills.
- Oversaw a Facebook page with approximately 50,000 followers, utilizing digital marketing strategies to engage and expand the audience.
- Coordinated with educational institutions and prospective students to ensure smooth registration processes and effective communication.

Real Estate Sales Specialist | Self-Employed

- Managed real estate sales independently, generating over \$50,000 in revenue within one year.
- Developed and maintained relationships with clients, demonstrating strong negotiation and sales skills.
- Utilized market research and strategic marketing to successfully close deals and achieve sales targets.