

# Medhat Mohammed Abdel Rahman

Al-Daih - Manama - Bahrain

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## OBJECTIVE

I am interested in a position where advancement is based upon professional skills and contributions.

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## EDUCATION BACKGROUND

**Bachelor of foreign commerce – Helwan University**

**Major department:** Accounting

**Graduation year:** 2001

**General degree:** good

## ADDITIONAL COURSES

- Communication skills
- Soft skills
- Selling skills
- Leadership courses at Allianz Academy

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## RELEVANT EXPERIENCE (25 years of Experience)

**Global Doors Co. (Bahrain) - (Wooden works) 2016 up till now.**

**Position:** Sales manager

- Establish sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.
- Implement national sales programs by developing field sales action plans.
- Contribute to team effort by accomplishing related results as needed.
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly.
- Provide on-the-ground support for sales associates as they generate leads and close new deals.
- Prepare to report as needed.

## Duties and Tasks:

- Resolve customer complaints regarding sales and service.
- Monitor customer preferences to determine the focus of sales efforts.
- Collecting potential clients and investors.
- Determine price schedules and discount rates.
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.

***Damac Properties Services Co. The United Arab Emirates*** 2015 up till now.

**Position:** Broker

**Project:** AKOYA Oxygen

***Egyptian life takaful Co. (Egypt)*** - gig - August 2014 to October 2015

**Position:** Sales Manager

- Tasks and Activities:
- Designs short-term and long-term goals and plans for a sales department.
- Negotiates with new potential clients for the organization.
- Designs and implements new sales strategies to be used within the organization.
- Predicts trends and directions of sales activities and tasks.
- Manages and directs a sales force to achieve sales and profit goals
- Conduct or attend staff meetings.
- Direct and coordinate activities of staff.
- Evaluate information from employment interviews.
- Evaluate the performance of the staff.
- Hire manpower.
- Orient new employees.
- Oversee execution of organizational or program policies.
- Recommend personnel actions, such as promotions, transfers, and dismissals.
- Provide customer service.
- Resolve customer or public complaints.

***Allianz Life Assurance Co. (Egypt)*** 2011 to 7/2014.

**Position:** Field Support Leader

- Allocating tasks to staff
- Ensuring the performance of the staff is of a high standard
- Reporting to management
- Motivate & inspire team members
- Lead by setting a good example (role model)
- Filed support and workshop

**From:** 2010 to 2011

**Position:** Financial Advisor

Achieve a monthly Life Sales target equal to 30,000 L.E and a monthly P&C sales target 7000 L.E

**2009 to 2010**

**Position:** Financial Planer

Achieve a monthly Life Sales target equal to 24,000 L.E and a monthly P&C sales target 3000 L.E

**Field:** *Real Estate & timeshare World Gate co. (Egypt) 2000 to 2008*

**Position:** Sales Supervisor

- Designs short-term and long-term goals and plans for a sales department.
- Negotiates with new potential clients for the organization.
- Designs and implements new sales strategies to be used within the organization.
- Manages and directs a sales force to achieve sales and profit goals.
- Hire manpower.

**Projects:** (Dana Beach Hurghada), (Dive Inn Sharm El-Shaikh), (Coral Hills Sharm El-Shaikh, North coast, Marsa Alam)

**From:** 1997 to 1999 **Position:** salesman

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## **PERSONAL SKILLS**

- Quick learner.
  - Have the ability to work under stress and pressure.
  - Self-motivated.
  - Ability to work individually and as a team member.
  - Hard worker.
  - Able to handle different tasks at the same time.
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## **LANGUAGE SKILLS**

**Arabic:** mother tongue.

**English:** Good at speaking, reading & writing.

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## **COMPUTER SKILLS**

Very good at using Word, Excel, Access, & PowerPoint.

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## **PERSONAL INFORMATION**

**Date of birth:** 31st December 1976.

**Marital status:** Married.

**Nationality:** Egyptian.

**Religion:** Muslim

**Driving License:** Valid