

Hamada Kamal Mahmoud

Business Development | Corporate Sales | Logistics Operations

Address: Faisal Street, Giza, Egypt

Mobile: +20 1000142444

Email: hamadakamal59@gmail.com

LinkedIn: <https://www.linkedin.com/in/hamadakamal/>

Professional Summary

Results-driven Business Development and Sales Executive with over 10 years of experience in B2B and B2C environments. Proven success in logistics management, corporate sales, and customer engagement with top-tier companies such as Amazon, Etisalat, Vodafone, and EGBANK. Skilled in contract negotiation, client acquisition, and team leadership. Seeking a leadership role to drive growth and improve operational performance, and now seeking a strategic role in logistics and sales leadership.

Education

Workers' University – Beni Suef

Bachelor's Degree | Class of 2005

Professional Experience

- Logistics Manager | Delivery Hero

Feb 2025 – Present

- Leading last-mile delivery operations across multiple zones and cities.
- Managing KPIs, optimizing performance, and coordinating with internal and external teams.
- Overseeing logistics strategies, vendor management, and process improvement initiatives.
- Utilizing ERP tools and data analytics to drive operational efficiency

- Account Business Development Executive & Logistics | Amazon Egypt

2021 – 2025

- Oversee end-to-end logistics operations, maintaining a delivery success rate above 92%
- Established contracts with delivery partners to optimize cost and speed of last-mile delivery
- Contributed to regional logistics planning, improving delivery coverage by 18%

Sales Representative | Royal Palace Electrical Company 2020 – 2021

- Marketed a portfolio of electronic appliances to retail clients
- Exceeded monthly sales targets by an average of 20%

- Senior Sales Executive | EGBANK

2019 – 2020

- Managed a portfolio of SME clients, providing tailored financial solutions
- Achieved 125% of annual sales quota through upselling and referrals

- Senior Outdoor Sales | Traxl

Oct 2019 – Apr 2020

- Acquired new B2B clients and closed multiple high-value corporate contracts

- Corporate SME Sales Executive | Etisalat Misr

Apr 2018 – Oct 2019

- Served as main contact for SME clients, developing and executing service contracts

- Corporate Outdoor Sales Executive | Vodafone Egypt

Jul 2014 – Mar 2018

- Expanded client base through targeted prospecting and relationship building

- Corporate Sales – Business Lines | Mobinil (Orange Egypt)

Apr – Jun 2016

- Customer Service – 888 | Vodafone (ECOO Outsourcing)

Nov 2015 – Mar 2016

- Customer Service – 333 | Etisalat (Raya Outsourcing)

Jul – Oct 2015

- Data Entry | Vodafone (ECOO Outsourcing)

Mar – Jun 2015

- Sales Representative | Company for Pharmacists

2013 – 2014

Certifications

- Odoo ERP Training – Sales & Inventory Modules– Completed 2025
- Excel Supply Chain Analysis: Managing Simulations Using VBA, LinkedIn Learning ,Oct-2024
- Excel Supply Chain Analysis: Solving Transportation Problems LinkedIn Learning Sep-2024
- International Logistics LinkedIn Learning Sep-2024
- Supply chain in E-Coomers Edraak Aug-2024
- Microsoft Office Specialist Microsoft, Nov-2013
- Training of Trainers (ToT), Nov-2013

Core Competencies

- Business Development & Strategic Sales
- Client Acquisition & Relationship Management
- Logistics & Last-Mile Delivery Optimization
- Contract Negotiation & Vendor Management
- Customer Service & Communication
- Team Leadership & Target Achievement

Languages

- Arabic (Native), English (Very Good)

Technical Skills

- Microsoft Office Suite: Word, Excel, Outlook – Very Good
- Data Analysis and Visualization using Power BI
- Creating Dashboards and Interactive Reports
- Connecting to multiple data sources (Excel, SQL, APIs)

Personal Information

- DOB: April 1, 1985 | Military Status: Completed | Marital Status: Married | Nationality: Egyptian