

Available in Riyadh Saudi Arabia from 15 September 2023

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AHMED HAMOUDA

OBJECTIVE

Sales-Marketing and Business Development Director with over than 22 years of Experience in many business sectors in Egypt and Gulf Area with a demonstrated history of working in Real estate, Marketing, Digital Marketing, Advertising industries

I'm a highly training expert in several areas and managed, recruited & trained hundreds of employees.

Skilled in, Sales & Marketing management, Business Process Improvement, Recruiting and Strong business development strategies.

To seek an opportunity in a dynamic organization, skilled in building strong team environment, in developing open communications that best utilizes and further enhances my interest

EDUCATION

Faculty of Commerce – (Alexandria University, Alexandria, Egypt)

Bachelors in Accounting Graduate: May 1999

International marketing management Diploma 2018 Cambridge University

TRAINING:

ALICO life insurance training programs - Sales and marketing programs.

ALLIANZ group life insurance programs

Presentation skills & negotiation skills-Project Development Skills

Business developing & planning-Training the sales trainees.

SKILLS

Logical & methodical approach in planning and execution of work

Liable, optimistic, hardworking for success, good communication skills, selling skills, negotiation skills, presentation skills, closing skills, training skills

Event Management, exhibitions organizing, marketing plans, marketing campaigns,

Digital marketing, outdoors campaigns, sales forecasting, training skills,

Business development managements.

Excellent computer skills, English language (Excellent)



PROFESSIONAL EXPERIENCE

***From May 2018 to July 2023**

AKAR GROUP (Real Estate Agency)

Position: Business Development Director

Location: Egypt. Cairo & Alexandria offices

Responsibilities: responsible for 3 departments (sales-marketing-training)

- Organizes and conducts induction.
 - Organizes and Plans for the company projects.
 - Handles accounting & finance jobs
 - Taking forward all necessary pre/post sales and bidding activities, communicating, negotiating, Closing and finalizing contract terms and conditions.
 - Making 100% assurance that all materials, manpower and other related stuffs are available and be sure that everything are on time schedule, by making various reports regular personal visit to production areas and on site.
 - Analyzes the targets and budget plans of the company as well as for other projects
 - company is dealing with
- (Real Estate Agency)**
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***From April 2012 to April 2018**

KB Development

Position: commercial manager

Location: Egypt. Cairo

Responsibilities:

- Planning, formulating, organizing and controlling all sales and marketing and digital marketing plans related activities through a suitable sales strategy and communicating it to all personnel involved.
- Organizing the business between the company and the developers from site visits and organizing customer's deals.
- Responsible for developing, executing agreed strategies for long & short-range sales plans attain maximum sales targets, and continually reviewing market conditions competitors to identify the business trends, through effective use of marketing plan and promotional activities that enhance the co. image.

***From October 2009 to March 2012**

24 MEDIA GROUP

Position: Business Development Director

Location: Egypt Office Cairo

Responsibilities:

- Planning, formulating, organizing and controlling all sales and marketing related activities through a suitable sale strategy and communicating it to all personnel involved.
- Taking responsibility for achieving monthly and annual sale target as agreed with the management.
- Identify target markets and clients, defining strategies to develop new business and selling a full Range of services to client, wherever possible, to maximize revenue, market share and growing the Existing business.
- Develop long term business strategies to effectively drive business growth and develop appropriate Methodologies manage the annual budget and marketing research as required.
- Implementation of all aspect of market communication, promotional activities, developing Opportunities both in government and privet sector, and establishing the entire set up through Customers network in UAE/gulf and global wise through the net web, magazines and newspaper etc.
- Taking forward all necessary pre/post sales and bidding activities, communicating, negotiating, Closing and finalizing contract terms and conditions.
- Develop and maintain client's relation and overseeing client satisfaction and communication to the business.
- Supervising, monitoring and training staff with the assurance that they will reciprocally be act the same with the staffs working under them and updating company's profile and necessary presentation.
- Developing and proposing the client project and analyze his budget and give the right proposal up on his budget financial and covering the market and his target client categories.
- Responsible for developing, executing agreed strategies for long & short-range sale plans attain maximum market shares, and continually reviewing market conditions competitors to identify the business trends, through effective use of marketing plan and promotional activities that enhance the co. image.
- Coordinating and close liaison with production and design departments, overseeing all projects operations, monitoring the progress of the projects on each stage, using various reports on prescribed approved forms.
- Responsible for the entire department of sales and marketing in terms of performance, staff management, recruitment and recommendation for any present or future requirements which will enhance the performance and standard of the department within the allocated budget.

- Making sure that all correspondence should be through proper channel and all management reports should be only on co.'s prescribed formats and must be submitted as per given schedules.

• **company is dealing with** (Outdoors-Exhibitions stands-Event management)

***From January 2007 to November 2009**

24 MEDIA GROUP

Position: Sales &Marketing Director

Location: UAE Dubai Office. Dubai media city

Responsibilities:

- Implementation of all aspect of market communication, promotional activities, developing Opportunities both in government and privet sector, and establishing the entire set up through Customers network in UAE/gulf and global wise through the net web, magazines and newspaper etc.
 - Supervising, monitoring and training staff with the assurance that they will reciprocally be act the same with the staffs working under them and updating company's profile and necessary presentation.
 - Developing and proposing the client project and analyze his budget and give the right proposal up on his budget financial and covering the market and his target client categories.
 - Coordinating and close liaison with production and design departments, overseeing all projects operations, monitoring the progress of the projects on each stage, using various reports on prescribed approved forms.
 - Responsible for the entire department of sales and marketing in terms of performance, staff management, recruitment and recommendation for any present or future requirements which will enhance the performance and standard of the department within the allocated budget.
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***From April 2002 to December 2006**

LAGOON RESORT & Gold's Gym

Position: Sales & Marketing Director

Location: Egypt.

Responsibilities:

- Formulates the membership design
- Sets the strategy and philosophy of lagoon membership
- Builds strong Sales Department by recruiting fresh graduates and experienced individuals in the field to work as sales, leaders, supervisors and assistant sales director.
- Creates competition and motivation amongst the employees. Monitors and analyzes their performance
- Trains new sales persons and develops existing sales personnel with continuous training on sales techniques
- Develops yearly target plans upon the owner profit expectation

- Determines the team's activities to increase the man power productivity

LAGOON RESORT & Gold's Gym Achievements:

Achieved project target plan (01-April-2002 to 31-december-2006), which is admitting 54.000 memberships that represents 187% up to date out of the total target income of 540,000,000

*** From August 2001 to March 2002**

ALLIANZ GROUP (LIFE INSURANCE)

Position: Field Support Manager

Location: Egypt.

Responsibilities:

- Develops effective training programs to sales agents to enhance their skills
- Provides field support to sales agents to handle customers' objections
- Supports sales agents in closing deals
- Creates competition among team members by announcing results of each agent end of the month and selecting the highest score
- Motivates team members and generates good spirit within the team to increase productivity.
- Arranges meeting with corporate clients to follow-up the deals with the corporate employees and handles significant deals

*** From August 1999 to July 2001**

AMERICAN LIFE INSURANCE COMPANY (ALICO):

Positions held:

Unit Development Officer (Jul 00 – Jul 01)

Team leader (Jan 00 – Jun 00)

Life Insurance Agent (Aug 99 – Dec 99)

Location: Egypt.

Responsibilities:

- Sells insurance policies
- Proceeds in customers medical exams
- Completes all the required formalities including payment collection, premiums collections etc.
- Puts corporate medical insurance as a personal target to increase company market share
- Leads sales agents on how to make a successful closing to the deal ,
- Follows up on sales agents to reach the target of the team,
- Follows up the personal and the team portfolio policies for serving the clients.
- Establishes data base
- Resolves customer complaints and dissatisfaction

Wish to meet the company expectation

Thanks for your time

Ahmed Hamouda