

Mamdouh Saieq, MBA

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SUMMARY

Export sales and business development professional with over 20 years of experience in export management, new market penetration, client acquisition, and market expansion. Proven ability in market analysis, managing sales, leading teams, and optimizing operations to deliver results in competitive markets.

WORK EXPERIENCE

Al Durra International Food Co • Amman, Jordan • 02/2022 - Present

Commercial Export Manager

- Manage export sales and export client growth in Europe and the MENA region.

International Trade Center (ITC) • Amman, Jordan • 01/2024 – 02/2025

Export Coach: Provided export sales & marketing coaching to selected Jordanian food manufacturing companies in collaboration with the International Trade Center (ITC). (Short-term project)

Al Fares Co. • Dammam, Saudi Arabia • 09/2022 - 09/2023

Sales & Business Development Manager (KSA)

- Led Rice sales growth (FMCG) in the eastern region, specifically targeting the B2C channel.
- Motivated, trained, and inspired sales teams to achieve remarkable results.
- Managed the product portfolio expansion by increasing the vendors.

LG Life Sciences (LG Chem Group) • Amman, Jordan • 03/2019 - 10/2021

Regional Sales and Marketing Manager (MENA)

- Oversaw sales and business development of pharmaceutical products across the MENA region
- Managing key accounts and expanding the client base by 20 - 40% by penetrating new regional markets.
- Directed tender processes and cross-border supply chain operations.

LG International Corp • Amman, Jordan • 04/2016 - 02/2019

Independent Consultant (MENA)

- Managed cross-connected governmental organizations and private partner relations for fruitful outcomes.
- Sourced food, FMCG, chemical, and raw material suppliers across the MENA region for a diverse client base.
- Providing localization expertise, market insights, and networking connections.

LG International Corp • Amman, Jordan • 05/2010 - 03/2016

Regional Sales and Business Development Manager (MENA)

- Sales and business development of medical, pharmaceutical products, commodities, public tenders, and project business across the MENA region
- Contributed to regional business development in pharmaceuticals and commodities sectors, by expanding the client base in the MENA region by 30%.
- Managed cross-functional / cross-cultural relations between the HQ team in Korea and the regional clients in the MENA region.

Al Nabil Company for Food Products • Amman, Jordan • 08/2008 - 01/2010

Assistant Export Manager (GCC)

- Led 10% sales and export growth of frozen food to the GCC region, serving B2B & B2C Channels.
- Managed sales and marketing campaigns in the GCC region, achieving the planned sales targets.
- Optimized cross-border operations, focusing on efficiently handling export processes to the GCC region.
- Directed and optimized the modern trade sales activities in the GCC region by reducing annual sales costs by 25% by implementing systematic control over the export market expenses.

Munir Sukhtian Group (HTM) • Amman, Jordan • 05/2007 - 08/2008

Regional Export Manager (MENA)

- Sales and business development of healthcare and cosmeceutical products export sales to selected countries in the MENA region
- Successful management of key accounts in the MENA region.
- Increased export sales for the accounts under direct responsibility vertically and horizontally.

Middle East Complex Plc • Amman, Jordan • 09/2000 - 05/2007

Assistant Export Sales and Marketing Manager (LEVANT)

- Directed cross-border key accounts, driving sales and marketing campaigns.
- Coordinated cross-border sales and marketing activities.
- Handled internal and external events management.

EDUCATION

Master of Business Administration (MBA)

University Of the People • CA, US • 09/2020 – 01/2023

Bachelor of Business Administration

Damascus University • Damascus, Damascus, Syria • 09/1995 – 09/1999

MEMBERSHIPS

International Trade Center (ITC)

Export Coach & Consultant • Switzerland • 11/2024 – 02/2025

Blueblox GmbH.

Independent Consultant • Switzerland • 02/2020 - Present

SKILLS

Analytical Skills, Public Relations, Sales Planning, Strategic Management, Supply Chain Management, Training & Motivation, Corporate Sales, Customer Relationship Management, Event Management, Market Penetration, Innovative Selling, Medical, Pharmaceuticals, Portfolio Management, Trade Regulation, External Exhibitions, Sales Management, Business Development, Customer Relations – (CRM), Negotiation Skills, Key Account Management, Lead Generation, Sales Forecasting, Pipeline Management, Performance Analytics, Pricing Strategy, Contract Negotiation, Product Knowledge, Presentation Skills, Objection Handling, Time Management, Team Leadership, Budget Management, Operational Planning, Market Segmentation, Campaign Management, Brand Management, Supply Chain Management, Competitor Analysis, Regulatory Compliance, B2B – B2C Sales, Market Research.