# **Mohamed Saleh Eltaquee**

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**Qualifications:**

* + **MBA** **in Sales and Marketing** - **Bharath university** India.
  + **Diploma Environmental Health & Safety** – **Baharat Sevak Samaj** India.
* **NEBOSH & IOSH** health and safety certified - **Green world institute** U.A.E.
  + **Bachelor of Accounting - Assiut University**, **Faculty of Commerce** Egypt.

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**Skills:**

1. Computer skills*:*

* Microsoft Office suite usage (Word & Excel & Power Point and Internet).
* CRM management.
* SAP system (basic knowledge).

1. Language skills:

* Arabic: Mother Tongue.
* English: very good.

1. Personal skills:

* Able to be reallocated and working in different places with different cultures.
* Working in B2B, B2C and Retail sales approaches.
* Ability to work on new markets or new products.
* Sales Forecasting.
* Strategic Consulting, including business plan & sales strategy development.

**Job Experience:**

1. June 2018 till now as senior sales executive paints division at Conmix – Bu Khatir Group.
2. Group of products:

* Chemical construction materials range of putties, primers and coatings.

1. Targeted markets:

* UAE.

1. Job description

* Managing organizational sales by developing a business plan that covers sales, revenues and expenses.
* Coordinating with other departments in order to achieve the targeted sales follow.
* Developing relationships with key customers and supporting sales team with needed support.

1. Targeted customers :

* Consultancy offices, project managers, contractors and subcontractors.

1. May 2015 to May 2018 as **Area sales Manager** at **Hettich** Middle East
2. Groups of products:

* Kitchen and closet hardware accessories, sanitary hardware sets, doors hardware, furniture lighting systems.

1. Targeted markets:

* Eastern province - KSA, Bahrain and Qatar.

1. Job description:

* Independently developed a new distributor / dealer network and established customer base for Hettich products and serviced the existing key Customers in the given territory.
* Define and execute a territorial sales strategy to meet sales target for the region, develop sales plan and prospect new opportunities in the target markets to promote full product line.
* Develop and manage an annual sales business growth plan consistent with the goals assigned to the region.
* Responsible for product specifications and approvals with Consultants, architects and Joineries.
* Provide management with accurate opportunity and territory forecast based on prospect in pipeline and market analysis.

1. Targeted customers:

Hettich dealers, hardware shops, Joineries, wooden kitchens and Aluminium kitchen factories.

1. Sep 2012 Till May 2015 as **Project Sales Executive** at **Al Jazeera** Paints Factory**.**
2. Groups of products:

* Decorative paints, water and heating isolation paints, flooring paints, road marks paints and industrial paints.

1. Targeted markets:

* New market in UAE and Oman.

1. Job description:

* Working on acquiring a market in mega and medium projects segment.
* Cooperating with the management to get all products certificates and tests from the nominated authorities as per projects segment requirements in UAE and Oman.
* Cooperating with the regional specification team to conduct presentations to big project developers.
* Organizing and conducting seminars for technicians, engineers as per marketing plans.

1. Targeted customers:

* Engineering consultant offices, contractors, building materials, Governmental offices and paints shops.

1. Nov 2009 to Aug 2012 as **Retail Sales Executive** at **Jotun** for painsts.
2. Groups of products:

* Enamel, Emulsion, Special effects and Essentials paints.

1. Targeted market:

* Upper Egypt and Red sea area.

1. Job description:

* Expanding distribution network of Jotun in Upper Egypt through opening new showrooms in targeted areas.
* Enlarging sales volume through supporting dealers with technical services, visits and identifying new customers and projects.
* **Other tasks concerning remote areas**
* Marketing new products and campaigns through organizing and conducting seminars yearly.
* Conducting surveys on the market of coatings through visiting competitors.

1. Targeted customers:

* Jotun dealers and sub dealers, other competitors’ dealers, paints shops and painters.

1. Jan 2008 to Oct 2009 **Customer Care Representative** at the Egyptian company for mobile services (**Mobinil**).

* Handling customers.
* Selling Mobinil products and services.
* Solve customers complain and change SM cards.

**Interests:**

* Travelling, photographing and internet surfing.

**Personal data**:

- Date of birth: January 10 Th, 1987.

- Nationality: Egyptian.

- Marital status: Married.

- Visa status: Employment visa (transferable).

- License: Available- UAE license.

All References Furnished Upon Request