

Moamen Ahmed



SUMMARY

Results-driven sales executive with a proven track record of exceeding targets and driving revenue growth in dynamic and competitive markets. My passion for digital technology and business innovation has consistently fuelled my success in aligning client needs with cutting-edge solutions. With a keen understanding of market trends and a relentless drive to deliver exceptional customer experiences, I am now seeking my next opportunity to leverage my expertise and contribute to a forward-thinking organization.

CERTIFICATIONS

- Programming for Data Science with Python
- Data Analyst Nanodegree
- Excel VBA
- Machine Learning

LANGUAGES

- English
- Arabic

Contact

☎ +971 55 638 6363

✉ almoamen.ahmd@gmail.com

📍 Dubai

WORK EXPERIENCE

Customer Development Representative | **MARS WRIGLEY**

2019 - 2023

- Handling 15 key accounts across Digital, Vending, food service and non-grocery retail with annual target of \$3,250,000 USD.
- Responsible for a team of 11 sales representatives (credit vans), 2 merchandisers and one collector in the Digital, New Transactions and Petrol channel for all Mars categories (Chocolate, Pet Care & Ice Cream) to ensure target achievement and collection
- Build Automation tool saving 13+ hr/week of work.
- Building sales analysis tools to grow business and find opportunities.
- Present full channel Quarter reviews and year planning.
- Building customer development through managing relationship, customizing marketing activations and providing solutions to business needs.
- Ensure customers are complying 100% of the BDA.
- Finding and opening new customers and opportunities to sell in.
- Ensure distribution and implementation of new product innovations to all outlets.

SALES SPECIALIST & ANALYST | Fandom *Funko*

2018 - 2019

- Conduct Market Research to identify sales opportunities.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Visiting stores to ensuring proper display of items and suggest improvements.
- Create an Auto Replenishment tool.
- Create frequent review reports for sales and financial data.
- Building sales analysis dashboards.
- Product analysis and recommendations.
- Planning and participating in events to ensure proper delivery and execution.

Education

AMERICAN UNIVSERISTY OF SHARJAH

2013 - 2017

Bachelor of Science in **Electrical Engineering** GPA: 3.34

