



Ehab ElSayed Saleh

Territory Manager/Sales Manager/Senior

Man Sales Accounts Manager for strategic customers / BusinessDevelopment Manager

Career Objective:

Looking for a career that enables me to express my qualifications, skills and experience in providing a professional level of service/work and adding value to business.

Contacts:

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Personal characterize:

Self-motivation	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Organized	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Flexible	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Dedicated	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Team leading	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Hard-Worker	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Bear work-load	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Open minded	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
team-work	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Communications Skills	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Ambitious	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>
Good looking	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div> <div>50%75%80%85%90%95%100%</div>

WORK EXPERIENCE:

- Territory Manager KSA, OMNIX International Co., From Jan-2021 till present.
- Western Region Senior Sales Team Leader / Senior Sales Accounts Manager for strategic customers / Business Development – ACS; Arabic Computer Systems (National Technology Group) – 2008 till Aug-2019
- Western Region Tenders & Proposals Manager – ACS; Arabic Computer Systems (National Technology Group) – July 2005 till December 2007
- Western Region Tenders & Proposals Manager – Ebtikar – January 2003 till June 2005
- WR Senior Sales Administrator – FAST (AlFaisaliah Group) – January 1998 till December 2002
- WR Senior Sales Administrator – MEE; Modern Electronics Est. (Hewlett Packard Division) AlFaisaliah Group – March 1990 till July 1992
- IT Supervisor and programmers team leader – Diners Club Credit Card (Bin Mahfooz Group) – March 1989 till February 1990

EDUCATION/GRADUATION:

Bachelor of Commerce – in Accounting, from Foreign Trade college.
Specialize in General Accounting and Business Administration, general
graduation rate of (Very Good) with Honor degree.
May 1989

HELWAN University, Cairo, Egypt,

LANGUAGES:

- Arabic Language - Native
- English Language – Excellent
- French Language - little

PERSONAL INFORMATION:

Nationality	Egyptian
Birth date	9 th March 1968
Religion	Muslim
Marital status	Married and have 4 children

SKILLS

- High standards of customer service and good communication skills
- Problem solving and decision-making capacities
- Ability to work independently and in a team
- Ability to work under pressure and juggle multiple tasks
- A willingness to work regular office hours with some flexibility
- Outstanding organizational skills
- An understanding of and commitment to customer satisfaction
- Excellent verbal communication skills and writing ability
- Friendly, flexible, adaptable; Responsible and reliable; A sense of humor and a smile.
- More than 20 years' experience in Sales
- Outbound identification and development of business and expand opportunities within assigned accounts
- Track and manage prospects through CRM System.
- Build up a sustainable pipeline and maintain it to keep the sales funnel healthy.
- Independently identifying and acquiring new customers, as well as up selling to existing customer base.
- Ability to manage multiple sales cycles from creation to closure.
- Ability to qualify and prioritize prospects, and generate opportunities through prospecting, networking and relationship building.
- An outgoing, focused and organized personality with a strong will to succeed.
- good experience in software solutions sales to large enterprise companies.
- good experience in Business Intelligence solutions sales
- good experience in Information Security solutions sales
- good experience in end-to-end IT solutions
- good experience in Operation & Maintenance solutions
- Engage and develop a strong network with decision makers/key influencers within the customer community
- Build up a sustainable and robust pipeline, ensure accurate forecasting and account planning
- Results focused and ability to execute successful plans
- Team leading skills
- Good knowledge with IT solutions and services
- good knowledge of the new IT solutions and technologies
- Prepare and Deliver presentations
- Negotiations and convincing skills
- Have good experience in Sales Activities and Sales Planning.
- Good experience in Business developing
- Have good experience on project management
- Prepare and deliver sales reports
- Prepare and deliver Proposals, Quotations and Tenders
- Have good experience on OPD procedures
- Working on MS CRM for Sales opportunities/leads/activities and other MS Desktop applications

Other qualifications

- Working on ERP BAAN system for Purchase Orders Processing and follow up
- Working on ION system, Internal Workflow HR on-line system
- Wide experience in IT solutions Sales into mid, large and strategic matrix organizations.
- Excellent interpersonal and customer relationship building skills required.
- Excellent communication, listening, presentation, negotiation and writing skills.
- Strong business orientation and commercial acumen
- able to persuade potential customers with strong negotiating skills.
- comfortable speaking with high level decision makers.
- Excellent time management, multi-tasking and organizational skills.
- Demonstrate ability to be proactive and take initiative to get things done.
- Passion for Improving Business Performance and Ongoing Professional Development.
- Bachelor's Degree with a technical and business experience.
- Fluent in Arabic and English.

BUSINESS COURSES AND CERTIFICATES



- Microsoft CRM for Sales
- Microsoft CRM for customer care / sales
- Microsoft Licensing policies / sales
- Microsoft Agreements Enterprise Sales
- Microsoft cloud solutions / sales
- Microsoft Professional Services Sales
- Microsoft O365 / sales
- Dell Desktop Virtualization Solutions Simplified Appliance
- Dell Cloud Solutions Sales
- Dell HW Enterprise Solutions Sales
- Dell NW & Security Solutions Sales
- Dell Tower and Rack Server Solutions Sales
- Dell PowerEdge Sales Overview
- Dell Storage Technology Overview
- HP Hardware Enterprise Solutions Sales
- HP Network and Security Solutions Sales
- HP Storage Solutions Sales
- Symantec Security Solutions Sales
- Symantec DLP Solutions Sales
- Symantec Backup solution Sales
- VMWare solutions and licensing Sales
- HUAWEI Networking Solutions Sales
- VEEAM technologies sales
- Nutanix Technologies sales

Certificates & Courses



- Analyzing Sales Competitors
- Asking Great Sales Questions"
- Being Positive At Work.
- Building Accountability Into Your Culture.
- Resilience
- Business Development Foundations Researching Market And Customer Need
- Business Ethics For Sales Professionals
- Business Development Foundations
- Business To Business Sale
- Communicating With Empathy
- Consulting Foundations.
- Contracting For Consultants.
- Craft Your Sales Pitch With Competitive Differentiation.
- Creating A Membership Based Business.
- Creating Your Sales Process.
- Creating A Membership Based Business
- Customer Retention
- Customer Service Creating Customer Value
- Developing A Service Mindset.
- Developing Your Emotional Intelligence
- Effective Listening
- Executive Decision Making.
- Field Sales Management
- Field Sales
- Financial Record Keeping
- Identify Sales Growth Opportunities
- Key Account Management
- Leading Without Formal Authority
- Lean Foundations
- Learn Salesforce 2017 Lightning
- Making Great Sales Presentations
- Managing Your Sales Process
- Managing Your Sales Territory
- Negotiating Your Job Offer
- Negotiation Skills
- Networking For Sales Professionals
- Persuasive Selling.
- Putting Itil Into Practice Applying Itil Foundation Concepts
- Sales Channel Management
- Sales Closing A Complex Sale
- Sales Coaching
- Sales Develop A Service Orientation
- Sales Foundations
- Sales Operations
- Sales Pipeline Management
- Sales Prospecting
- Salesforce For Sales Managers
- Sales Negotiation
- Selling Into Industries Retail And Consumer Products
- Selling With Stories
- Solution Selling
- Strategic Negotiation
- The Science Of Sales
- Analyzing Sales Competitors
- Asking Great Sales Questions
- Being Positive At Work
- Building Accountability Into Your Culture
- Building Resilience
- Business Development Foundations Researching Market And Customer Needs
- Business Ethics For Sales Professionals
- Business Development Foundations
- Business To Business Sales.
- Communicating With Empathy
- Consulting Foundations
- Contracting For Consultants
- Craft Your Sales Pitch With Competitive Differentiation
- Creating A Membership Based Business
- Creating Your Sales Process
- Creating A Membership Based Business
- Customer Retention
- Customer Service Creating Customer Value
- Developing A Service Mindset
- Developing Your Emotional Intelligence
- Effective Listening
- Executive Decision Making
- Field Sales Management
- Field Sales.
- Financial Record Keeping
- Identify Sales Growth Opportunities
- Improving Your Focus
- Inside Sales
- Key Account Management
- Leading Without Formal Authority
- Lean Foundations
- Learn Salesforce 2017 Lightning
- Learning Salesforce
- Making Great Sales Presentations
- Managing Your Sales Process
- Managing Your Sales Territory
- Negotiating Your Job Offer
- Negotiation Skills
- Networking For Sales Professionals
- Persuasive Selling
- Putting Itil Into Practice Applying Itil Foundation Concepts.
- Sales Channel Management
- Sales Closing A Complex Sale
- Sales Closing Strategies
- Sales Coaching
- Sales Develop A Service Orientation
- Sales Foundations
- Sales Operations
- Sales Pipeline Management
- Sales Prospecting
- Salesforce For Sales Managers
- Sales Negotiation
- Selling Into Industries Retail And Consumer Products
- Selling To Executives
- Selling With Stories
- Soft Skills For Sales Professionals
- Solution Selling
- Strategic Negotiation
- The Science Of Sales
- Time Management Fundamentals With Microsoft Office
- UiPath Certificate 391_24_364711_1557825617_RPA Awareness - Completion Diploma
- UiPath Certificate 583_56_364711_1557833554_UiPath Licensing Training

Work Experiences:

Date	From January 2021 to Present
Company	OMNIX International Company
Position	KSA Territory Manager
Responsibilities	<ul style="list-style-type: none">• Brings a Point of View to the Customer engagement; uses all resources to solve customer problems with appropriate Solutions/Products.• Account and Customer Relationship Management.• Sales strategies - Develops effective and specific account plans to ensure revenue target delivery and sustainable growth. Develop relationships in new and existing customers and leverage to drive strategy through organization.• Generating sales opportunities by identifying appropriate business targets.• Providing a professional and excellent level of customer service with existing and new customers• Trusted advisor - Establishes strong relationships based on knowledge of customer requirements and commitment to value(value of counsel and expertise, value of solutions, value of implementation expertise). Builds a foundation on which to harvest future business opportunities and accurate account information and coaching.• Customer Acumen - Actively understand each customer’s technology footprint, strategic growth plans, technology strategy and competitive landscape. Review public information (e.g. new executive appointments, earnings statements, press releases) for the companies and competitors to remain updated on key industry trends and issues impacting the prospect.• Business Planning – Develop and deliver comprehensive businessplan to address customer and prospects priorities and pain points, in which will support the customer’s decision process.• Pipeline planning - Follow a disciplined approach to maintaininga rolling pipeline. Keep pipeline current and moving up thepipeline curve.• Advance and close sales opportunities - through the successful execution of the sales strategy and roadmap.• Ensure account teams and Partners are well versed in eachaccount’s strategy and well positioned for all customer touch points and events.• Managing Sales Activities and Sales Planning for strategic accounts.• Prepare and deliver sales reports• Prepare and deliver presentation about company capabilities,solutions and services that can be provided.• Prepare and deliver Tenders, Proposals and Quotations• Lead deals negotiations• Prepare and deliver Projects Costs analysis• Negotiate and decide pricing plan• Handling big strategic accounts that needs experience andfocus like:

- **Riyadh Accounts:**
 - ELM
 - TCC-ITC
 - Takamol
 - 700Apps
 - AzghaTech
 - RedSea
- **Jeddah accounts:**
 - Jabal Omar
 - AlNahdi
 - AlDawaa
 - GACA
 - King Abdulaziz International Airport
 - Saudi Arabian Airlines
 - Saudia Air Navigation Services (SANS)
 - Saudia Airlines Academy company (SACA)
 - SAVOLA Group
 - Panda
 - Dr Soliman Fakeeh Hospital
 - Ministry of Hajj
- **Makkah Accounts:**
 - Sho'on Al-Harameen
 - Makkah Development Authority
 - King Abdullah Medical City
 - General Cars Syndicate
 - Ministry of Hajj
 - Hera Hospital
- **Yanbu Accounts:**
 - Royal Commission
 - Royal Commission Medical Center
 - Samref
 - Yanpet
- **Madinah Accounts:**
 - Emirate of Al-Madinah
 - Madinah Development Authority
 - Taibah University
 - Islamic University
 - Madinah Municipality
- **Al-Baha Accounts:**
 - Al-Baha University
- **Abha Accounts:**
 - King Khalid University

Date	From January 2008 to Aug 2019
Company	Arabic Computer Systems Co. (ACS)
Position	Sales Team Leader, Senior SAM for Strategic Accounts in Western Region
Responsibilities	<ul style="list-style-type: none"> • Brings a Point of View to the Customer engagement; uses all resources to solve customer problems with appropriate Solutions/Products. • Account and Customer Relationship Management. • Sales strategies - Develops effective and specific account plans to ensure revenue target delivery and sustainable growth. Develop relationships in new and existing customers and leverage to drive strategy through organization. • Generating sales opportunities by identifying appropriate business targets. • Providing a professional and excellent level of customer service with existing and new customers • Trusted advisor - Establishes strong relationships based on knowledge of customer requirements and commitment to value (value of counsel and expertise, value of solutions, value of implementation expertise). Builds a foundation on which to harvest future business opportunities and accurate account information and coaching. • Customer Acumen - Actively understand each customer's technology footprint, strategic growth plans, technology strategy and competitive landscape. Review public information (e.g. new executive appointments, earnings statements, press releases) for the companies and competitors to remain updated on key industry trends and issues impacting the prospect. • Business Planning – Develop and deliver comprehensive business plan to address customer and prospects priorities and pain points, in which will support the customer's decision process. • Pipeline planning - Follow a disciplined approach to maintaining a rolling pipeline. Keep pipeline current and moving up the pipeline curve. • Advance and close sales opportunities - through the successful execution of the sales strategy and roadmap. • Ensure account teams and Partners are well versed in each account's strategy and well positioned for all customer touch points and events. • Managing Sales Activities and Sales Planning for strategic accounts. • Prepare and deliver sales reports • Prepare and deliver presentation about company capabilities, solutions and services that can be provided. • Prepare and deliver Tenders, Proposals and Quotations • Lead deals negotiations • Prepare and deliver Projects Costs analysis • Negotiate and decide pricing plan • Handling big strategic accounts that needs experience and focus like:

- **Jeddah accounts:**
 - GACA
 - Saudi Arabian Airlines
 - Saudia Ground Services
 - Saudia Catering
 - Saudia Air Navigation Services (SANS)
 - Saudia Airlines Academy company (SACA)
 - Gulf Stevedoring
 - New Jeddah Hospital
 - Chronic Care Hospital
 - British International School
 - Maghrabi Hospitals & Clinics
 - Al-Soraiya Trading Group
 - Fakieh Group
 - NCB
 - SAVOLA Group
 - Panda
 - Dr Soliman Fakeeh Hospital
 - Dr. Samir Abbas Hospital
 - Ministry of Hajj
- **Makkah Accounts:**
 - Sho'on Al-Haram
 - Makkah Development Authority
 - King Abdullah Medical City
 - General Cars Syndicate
 - Ministry of Hajj
 - Hera Hospital
- **Yanbu Accounts:**
 - Royal Commission
 - Royal Commission Medical Center
 - Samref
 - Yanpet
 - Yasref
 - Red Sea cables factory
- **Madinah Accounts:**
 - Emirate of Al-Madinah
 - TAV company
 - Madinah Development Authority
 - Taibah University
 - Islamic University
 - Madinah Municipality
- **Al-Baha Accounts:**
 - Al-Baha University
 - Al-Baha Municipality
- **Abha Accounts:**
 - King Khalid University
 - Abha Municipality
 - Emirate of Abha

Date
Company
Position
Responsibilities

July 2005 till December 2007

Arabic Computer Systems Co. (ACS)

Tenders & Proposals Manager / Western Region

Bids & Proposals:

Established tenders' and proposals section and managed it in a professional way to assure providing all the necessary administrative and coordinative services to sales department as well as other involved departments which helping to perform and achieving their goals.

- Managing all tasks related to the preparation of tenders/proposals in a structured manner that ensures the quality of the submitted tender/proposal and reflects the company image.
- Assisting the sales manager in segregating the RFP into parts and ensure prompt delivery to each involved department.
- Tracking and follow-up on pertinent correspondences throughout the proposal preparation phases with the bid owner as well as the internal stakeholders and outside vendors.
- Separate the tender into various sections and distribute to the pertinent parties' within the company and vendors as well.
- Attending all meetings related to the preparations of the tender within the company, and with the vendors as well as with the customer for any clarifications.
- Calculating prices and prepare costs analysis within the company sales policy.
- Managing all different phases of collecting and consolidating all tender's parts in a structured manner and in line with the corporate methodologies and standards. Submit to the sales manager for his reviewing and approval
- Managing the quality assuring procedure and review all details of the proposal to make sure that our proposal covers all RFP's parts and fulfill the customer requirements.
- Tracking tenders/proposals and maintain elaborated statistics on winning rates, rejection/loss rates, reasons for rejection/loss, by developing a complete database.

Date

Company

Position

Responsibilities

January 2003 till June 2005

EBTTIKAR Technology Co. (Al Faisaliah Group), Jeddah, K.S.A.

Tenders & Proposals Manager / Western Region

Bids & Proposals:

Established tenders' section and managed it in a professional way to assure providing all the necessary administrative and coordinative services to sales department as well as other involved departments which helping performing and achieving their goals.

- Managing all tasks related to the preparation of tenders/proposals in a structured manner that ensures the quality of the submitted tender/proposal and reflects the company image.
- Assisting the sales manager in segregating the RFP into parts and ensure prompt delivery to each involved department.
- Tracking and follow-up on pertinent correspondences throughout the proposal preparation phases with the bid owner as well as the internal stakeholders and outside vendors.
- Separate the tender into various sections and distribute to the pertinent parties' within the company and vendors as well.
- Attending all meetings related to the preparations of the tender within the company, and with the vendors as well as with the customer for any clarifications.
- Calculating prices and prepare costs analysis within the company sales policy.
- Managing all different phases of collecting and consolidating all tender's parts in a structured manner and in line with the corporate methodologies and standards. Submit to the sales manager for his reviewing and approval
- Managing the quality assuring procedure and review all details of the proposal to make sure that our proposal covers all RFP's parts and fulfill the customer requirements.
- Follow-up tenders/proposals and maintain elaborated statistics on winning rates, rejection/loss rates, reasons for rejection/loss, by developing a complete database.

Date

Company

Position

Responsibilities

January 1998 till December 2002

FAST – Al Faisaliah Advanced Systems Technology (Al Faisaliah Group), Jeddah, K.S.A.

Senior Sales Administrator / Western Region

Bids & Proposals:

Managing Tenders & Proposals Department in a professional way to assure providing all the necessary administrative and coordinative services to the sales department and other involved departments in performing their duties as follows:

- Managing all tasks related to the preparation of Tenders & Proposals in a structured manner that ensures the quality of the submitted proposal and reflects the company image.
- Assisting the sales manager in segregating the RFP into parts and ensure prompt delivery to each involved department.
- Tracking and follow-up on pertinent correspondences throughout the proposal preparation phases with the bid owner as well as the internal stakeholders and outside vendors.
- Separate the tender into various sections and distribute to the pertinent parties within the company and outside vendors as well.
- Attending all meetings related to the preparations of the tender within the company, with the vendors and with the customer for any clarifications.
- Calculating all tender's prices and make the prices analysis within the company sales policy.
- Managing all different phases of collecting and consolidating all parts of the proposal in a structured manner and in line with the corporate methodologies and standards. Submit to the sales manager for his review and signoff.
- Managing the quality assuring procedure and review all details of the proposal to make sure that our proposal covers all RFP's parts and fulfill the customer requirements.
- Follow-up tenders/proposals and maintain elaborated statistics on winning rates, rejection/loss rates, reasons for rejection/loss, by developing a complete database.

Orders processing

Preparing and following up orders processing and all related issues up to final delivery and acceptance.

Managing Sales Reports:

- Managing sales reports using SAP system.
- Preparing all sales reports needs for the top management.

Presentations, Demonstrations, Seminars and Computer Exhibits:

Managing & supervising presentations, demonstrations, seminars and presence in computer exhibits.

Date

Company

Position

Responsibilities

March 1990 to July 1992

**Modern Electronics Est. – Hewlett Packard Division –
AlFaisaliah Group**

Western Region Senior Sales Administrator

Bids & Proposals:

- Managing all tasks related to the preparation of Tenders & Proposals in a structured manner that ensures the quality of the submitted proposal and reflects the company image.
- Assisting the sales manager in segregating the RFP into parts and ensure prompt delivery to each involved department.
- Tracking and follow-up on pertinent correspondences throughout the proposal preparation phases with the bid owner as well as the internal stakeholders and outside vendors.
- Separate the tender into various sections and distribute to the pertinent parties within the company and outside vendors as well.
- Attending all meetings related to the preparations of the tender within the company, with the vendors and with the customer for any clarifications.
- Calculating all tender's prices and make the prices analysis within the company sales policy.
- Managing all different phases of collecting and consolidating all parts of the proposal in a structured manner and in line with the corporate methodologies and standards. Submit to the sales manager for his review and signoff.
- Managing the quality assuring procedure and review all details of the proposal to make sure that our proposal covers all RFP's parts and fulfill the customer requirements.
- Track Tenders/Bids and maintain elaborated statistics on win rates, rejection rates, reasons for rejection, by developing a complete database.

Orders processing

Preparing and following up orders processing and all related issues up to final delivery and acceptance.

Managing Sales Reports:

- Managing sales issues and reports using SAP system.
- Preparing all sales reports needed for the top management.