

Hassan Mohamed Elsouly

Sales And Marketing

Driven and self-motivated sales professional experienced business development, sales, marketing and banking. Seeking a challenging opportunity to further my career in any of these fields by applying my years of working experience and be an integral contributor to the success of the business.



Work History

2019-01 -
2021-08

Business Operations Manager

PT Elsouly International Trading, Jakarta, Indonesia

- Planned and resourced personnel and logistics for operations of exportation from Southeast Asia to Middle East
- Established and administered annual budget with controls to prevent overages, minimize burn rate and support sustainability objectives.
- Devised processes to boost long-term business success and increase profit levels.
- Controlled costs and optimized spending via restructuring of budgets for labor, capital assets, and inventory purchasing

2017-01 -
2021-12

Business Development Consultant

PT Ariana Jagakarsa | Ariana Emas Estate, Jakarta, Indonesia

- Revived and restructured the company after extended dormant period
- Devised business plan outlining concise and actionable targets and sales goals and marketing plans

2015-02 -
2016-12

Business Development Manager | Sales Supervisor

Hoshan Pan Gulf Company, Jeddah, Saudi Arabia

- Meet financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.



Contact

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Skills

Account management

Excellent

Order management

Very Good

Marketing

Very Good

Operations

Excellent

Relationship building and rapport

Excellent

Business development and planning

Excellent

- Formulate pricing policies and determine daily coupons
- Represented the Company at events such as trade shows to identify new products and services
- Supervising, directing and coaching retail sales staff to achieve sales targets

2013-06 -
2015-01

Personal Banker

Abu Dhabi Islamic Bank (ADIB), Beni Suef, Egypt

- Responsible for sales of financial products and services
- Refer clients to loan and investment service specialist
- Ensure quality customer service and account maintenance
- Acquire new relationships and deepen existing relationships
- Process and close Home Equity Loan, Car Loan, and Personal Loan applications
- Reporting to the Branch Manager, responsible for driving revenue through direct sales of personal accounts, loans and lines of credit.
- Responsible for meeting and exceeding sales quotas

2013-01 -
2013-06

Sales Representative

Abu Sab'aa Company, Beni Suef, Egypt

- Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule
- Focuses sales efforts by studying existing and potential volume of dealers
- Keep management informed by submitting daily call reports, weekly work plans, and monthly and annual territory analyses
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Resolve customer complaints by investigating



Software

MS Office

Excellent

SAP

Excellent

problems; developing solutions; preparing reports;
making recommendations to management

2011-11 -
2012-12

Marketing Executive

Onawat Al-Shahd Company, Riyadh, Saudi Arabia

- Monitor performance and utilize information technology to record sales figures, for data analysis and forward planning.
- Supervise store level merchandise, media, events and community relations, promotions and local advertising
- Research competition as well as local community; summarize outcomes for store plus regional leadership as needed

2009-11 -
2011-10

Sales Executive

Taamer Company, Nasr, Egypt

- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors
- Prepares reports by collecting, analyzing, and summarizing information
- Maintains quality service by establishing and enforcing organization standards

2007-06 -
2008-12

Sales Representative - Intern

Arbet Company, Saudi Arabia



Education

2005-03 -
2009-07

Bachelor of Arts: Information System And Management

Al-Faranaa Academy



Languages

Arabic



Excellent

English



Excellent

Bahasa Indonesia



Good



Additional Information

Date of Birth: 24th October 1986

Nationality: Egyptian

Marital Status: Married

Military Status: Exempted

Driving License: Available