

Omar Shalaby

Sr. Business Developer

Sales Business Development & Account Management Professional with 5 Years of Experience, Proven Success in Growth Business & Client Satisfaction, I'm passionate about employing smart strategies to maximize outcomes.

✉ omarelchahat@gmail.com

☎ +201062391996

📍 Cairo, Egypt

🌐 [linkedin.com/in/omarelchahat](https://www.linkedin.com/in/omarelchahat)

EDUCATION

Bachelors of Business Administration

MUST University

2018

WORK EXPERIENCE

Sr. Sales Executive

Premium International Card

09/2020 - Present

Achievements/Tasks

- Consistently securing contracts with over 100 clients monthly, boasting a high percentage of satisfied clients successfully utilizing our services.
- Focusing on high-potential accounts to enhance effectiveness, thereby attracting clients who have realized significant profits with minimal risk.
- Serving with accounts, ensuring clear communication and facilitating seamless utilization of our services.
- Empowering juniors to achieve their targets through tailored guidance & support.
- The primary point of build long-term relationships with cooperating companies.
- Defining the business model for the cooperating companies.

Key Account & Indirect Sales Executive

Captex Synthetic Turf

03/2019 - 08/2020

Achievements/Tasks

- Successfully collaborated with Hotels, Al-Ahly, Gezira, & Heliopolis clubs, achieved a remarkable sales growth of 3 million with the highest profit.
- Secured contracts with the premier clubs throughout Egypt.
- Registered as a supplier in the official registries of clubs, hotels, and international schools throughout Egypt.
- Identified new leads in different business channels.
- Screened the market & competitors.
- Negotiated contracts with vendors.

SKILLS

Relationship Builder

Team Player

Strong Negotiator

Business Planning

Growth Business

Key Account Handling

Account Management

Retail

Market identification

Objection Handling

CERTIFICATES

Professional Manager in Sports Marketing (04/2019)

- Ministry of Youth & Sports

Project Management

- Coursera

Business Intelligence

- Coursera

PERSONAL PROJECTS

Creative Art Director, Storyteller & Street Photographer Instagram account along the journey. 📸

I'm continuously working to document the ever-evolving facets of our existence for the next frontier

LANGUAGES

Arabic

Native or Bilingual Proficiency

English

Native or Bilingual Proficiency

INTERESTS

Exploring

Mathematic

Art

Documentary