

Nader Nagih Shawky Said

Business Development Manager

Detail-oriented professional with excellent communication, interpersonal and creative thinking skills. Aiming to leverage my abilities to successfully fill the vacancy at your company. Frequently praised as hardworking by my peers. I can be relied upon to help your company achieve its goals.

WORK EXPERIENCE

Business Development Manager GCC & Pakistan

H.B Fuller

02/2020 – Present Business Development Manager Dubai, UAE
11/2015 - 01/2020 Key Account Manager Cairo, Egypt

Achievements/Tasks

- Built and established strong Profitable relationships with customers, enabling long-term partnerships.
- Forecasted sales numbers to gauge product and assure the execution of business plan and strategic projects.
- Generated leads and located opportunities for market expansion and business growth through value propositions.
- Built and maintained pipeline that supported monthly, quarterly and annual goals.
- Stayed current on customer trends and requirements while monitoring competitor trends and market shifts to maintain company relevance while tailoring best solution packages.
- Used Knowledge of company products with highlighting new ones to provide product information to customers and aligned products with customer needs to boost satisfaction.
- Arranged in-person meetings and visited with clients to improve success of sales pitches.
- Updated and expanded client databases within assigned territory.

Product Manager

Sidhom & Co.

12/2014 - 11/2015 Product Manager Cairo, Egypt
01/2012 - 11/2014 Assistant Product Manager Cairo, Egypt
04/2011 - 12/2011 Chemicals Sales Executive Cairo, Egypt

Achievements/Tasks

- Developed pricing strategies, balancing firm objectives and customer satisfaction.
- Formulated, directed and coordinate marketing activities and policies to promote products and services, working with advertising and promotion managers.
- Negotiated contracts with vendors and distributors to manage product distribution, establishing distribution networks and developing distribution strategies.
- Coordinated and participated in promotional activities or trade shows to market products or services.
- Directed hiring, training and performance evaluations of marketing staff.
- Was displayed at trade and special production shows.
- Evaluated marketing strategies based on knowledge of establishment objectives, market characteristics and cost factors.

SKILLS

Growth Portfolio ROI Strategies Strategic Selling
Territory Expansion Key Account Management
New Business Development Value propositions
Pricing Strategy B2B Business
Large account management Technical
Commercial Packaging Expert Negotiation
Communication Skills

EDUCATION

Master Of Business Administration (MBA) in Marketing Management

Arab Academy for Science and Technology
and Maritime Transport (AASTMT)

02/2012 - 04/2014,

Cairo, Egypt / GPA: 3.81/4

Bachelor of Science, Double Major Chemistry/Physics

Cairo University - Faculty of Science

09/2004 - 05/2008,

Cairo, Egypt

LANGUAGES

Arabic
Native or Bilingual Proficiency

English
Full Professional Proficiency