

El Hadj Sory BAH
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Nationality: French



BUSINESS DEVELOPER

Experience and Skills

Languages: French (native speaker), English (fluent), Arabic (fluent)
Professional Experiences in Middle East (Saudi Arabia and United Arab Emirates)
8 years as Sales Account Manager for private and public sectors
International business – Strategy, Negotiation - Results oriented Sales, Business Development, Relationship and Account Management, Strong Management & Commercial Skills, Problem Solving, Develop and implement business strategies Team player, planning and organization
3 years as Administrative Manager for public sector

Career Summary

- 2014** **Sales Account Manager, ASIA AFRICA Co. Dubai, UNITED ARAB EMIRATES**
- In charge of: selling foodstuff products (rice, oil, wheat flour, oil, powder sugar....) in West Africa
 - setting up new offices across Africa; monthly sales objectives: 200 000 EUROS
- 2010-2013:** **Sales Account Manager, HEWLETT PACKARD Co., FRANCE**
- Coordinate with IT department for fulfilling the Sales & Marketing IT requirements Of the Merchants
 - Market & promote retail businesses of corporate and individuals which are Profitable
 - calling regularly on an agreed list of prospective clients to bring new business To the company
- 2009:** **Sales Account Manager, ELSTARS Co., DUBAI / AFRICA**
- Import and export activities, in charge of finding partners for the company, Sales objectives and products commercialized: rice, sugar, oil and cement
- 2006-2008:** **Sales Account Manager, TEGAZ Co., FRANCE**
- In charge of: Presenting and selling company products to current and potential clients,
 - Preparing presentations, proposals and sales contracts.
 - Establishing and maintain current client and potential client
 - Identifying sales prospects and contact these and other accounts as assigned,
- 2002 – 2005:** **ADMINISTRATIVE MANAGER – High School Renée Cassin – Le Raincy, FRANCE**
- In charge of Administration issues, of handling all personnel issue assignments and ensure that all personnel; Activities are computerized and supervising and co-ordinates with Personnel Department to ensure the timely; Completion of all necessary legal formalities and documentation are related to employees
- 2001 – 2002:** **Sales Account Manager – FRENCH EMBASSY IN SAUDI ARABIA**

- In charge of promoting French medical products in the Kingdom of Saudi Arabia
- Attended different medical exhibitions (Riyadh Medicare, Jeddah Medicare, Dubai healthcare)
- E-commerce and online activities, Creative marketing activities, Office administrative duties, Electronic archiving, and filling, Bank follow up, Sending e-mails and follow up, arranging appointments, checking the post

Formal Qualifications

- 2000: MASTER DEGREE IN BUSINESS ADMINISTRATION**
Commerce, International Business and Negotiation, Marketing - University Paris 12, France
- 1993: FRENCH BACCALAUREATE**

Personal Details

Languages: Fluent English, Arabic, French (native speaker)

Key Technical Skills

- Microsoft Excel
- Microsoft PowerPoint
- Microsoft Word
- Internet