

Ahmed Mohamed

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PROFESSIONAL SUMMARY

Accomplished Business Development Manager with 10 years of progressive experience in Sales. Demonstrated expertise in Inside Sales, Cold Calling, Email Outreach with a strong track record of driving innovation and delivering measurable business results.

CORE COMPETENCIES

Inside Sales

Cold Calling

Email Outreach

Social Selling

LinkedIn Sales Navigator

PROFESSIONAL EXPERIENCE

Business Development Manager | RetailMax

2019 - Present | Copenhagen, Denmark

- Spearheaded sales initiatives that delivered 34% improvement in operational efficiency
- Led cross-functional teams of 7 professionals across multiple high-impact projects
- Architected and implemented Inside Sales solutions resulting in \$110K annual cost savings
- Established best practices and mentored 8 team members, improving overall team productivity by 38%

Business Development Manager | Best Buy

2015 - 2019

- Developed and maintained cold calling applications serving 21K+ users
- Collaborated with product and design teams to deliver 7 major feature releases
- Optimized system performance resulting in 38% reduction in response time

EDUCATION

Bachelor of Science in Communications

University of São Paulo | 2009

CERTIFICATIONS

- SPIN Selling Certified