

Ahmed Mohamed ALAA

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EDUCATION

2005/2009

Bachelor's degree Biochemistry.
Faculty of Agriculture, Cairo University.
Grade: Good.

Language Skills

- Arabic (Native Language).
- English (Very Good).

PERSONAL INFORMATION

- Date of Birth: 10/05/1988.
- Marital Status: Married.
- Military Status: Exempted.

Personal qualifications and skills

- **Leadership Camp (LSC) , Cairo, Egypt.**
 - Leadership Skills.
 - Teamwork Skills.
 - Team Motivate & Inspiration Skills.
 - Time Management Skills.
 - Life Planning Skills.
- **V-consolation, Malaysia.**
 - Marketing Diploma.
 - Sales Diploma.
- **Business Communication.**
 - Attitude and Skills.
- **Softwares.**
 - Photoshop.
 - Illustrator.
 - InDesign.
 - MS office app package.
 - Odoo (CRM System).
 - HubSpot (CRM System).

WORK EXPERIENCE

Beacon FinTrain Oct 2022 - Present

-Assistant Business Development Manager.

- Conduct market research and identify potential clients.
- Cultivate strong relationships with new clients while maintaining existing client relationships.
- Work closely with staff across departments to implement growth strategies.
- Develop and implement sales strategies, retention plans and analysing sales data to inform or update marketing strategies.
- Assist with drafting business plans, sales pitches, presentations, reference material and other documents as required.
- Ability to manage multiple projects and meet deadlines.
- Identify new business opportunities and partners.

Russian culture center Sep2013 – Sep2022

-Assistant sales manager.

- Continually meeting or exceeding sales quotas.
- Monitoring the performance of the sales team.
- Building and maintaining good working relationships with customers.
- Identifying opportunities and strategies to increase sales.
- Regularly attending sales meetings and training sessions.
- Performing all duties of the Sales Manager in cases of absence or emergency.
- Supervising and guiding the sales team as well as providing incentives to motivate staff to achieve sales targets.

-Senior sales team leader.

- Create an inspiring team environment with an open communication culture.
- Set clear team goals.
- Delegate tasks and set deadlines.
- Oversee day-to-day operation.
- Monitor team performance and report on metrics.
- Motivate team members.
- Listen to team members' feedback and resolve any issues or conflicts.
- Recognize high performance and reward accomplishments.
- Encourage creativity and risk-taking.

-Sales team leader.

- Managing the day-to-day activities of the team.
- Motivating the team to achieve organizational goals.
- Conducting training of team members to maximize their potential.
- Empowering team members with skills to improve their confidence, product knowledge, and communication skills.

Focus Media Production. September 2017 - May 2018.

- Graphic Design.

Mobinil June 2010 – Aug 2013.

- Customer Service Agent.

Global Nov 2009 – May2010.

- Sales Representative.