

Moh El Fakharany

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True Professional with over 9 years and proven track record in International IT sales. I'm consistently over achieving my sales quota, skilled in acquiring new and developing existing accounts, experienced in building positive relationships and achieving customers satisfaction. I have strong communication and presentation skills and able to position a solution at all customer levels.

Education The Future Academy 2007
Degree – Bachelor
Major - Information System

Courses and certificates

- Cisco Advanced Security Architecture for Account Manager 2016
- Cisco Advanced Collaboration Architecture Sales Specialist 2015
- Cisco Selling Business Outcomes 2015
- Veeam Sales Professional 2015
- Cisco Sales Expert 2014
- Riverbed Sales Associate 2014
- Sales Enablement in Security Cisco 2014
- Selling Cisco Data Center Architectures Course 2013
- Palo Alto Sales Course 2013
- Unlimited Selling Success Course 2012
- EMC Course 2012
- Apple Orange Finance Course 2008
- SPIN Selling Course 2007
- Top Achiever 2013, 2014, (Q2 Q4 2015) (Q1 Q3 2016)

Work Experience

Area Sales Manager (Orange County/San Diego)

Oct 2014 – Present

NetXperts (Cisco Gold Partner, System Integrator)

www.netxperts.com

- Handling Commercial and Government set of accounts
- Works closely with industry leaders such as Cisco, HP, EMC, NetApp, Citrix, VMware and Dell
- Negotiating solutions and price with vendors and customers
- Developing and managing sales pipeline, forecasting
- Maintaining relationships with other departments and stakeholders
- Develop and maintain strategic relationships within the customer including sourcing, procurement, planning, sales, and vendor management

Senior Account Manager (Egypt, Dubai)

Jul 2011-Sep 2014

BMB Group (Cisco Gold Partner, System Integrator)

<http://www.bmbgroup.com>

- Handling Fortune 500 accounts (Kraft, Nestle, Mars, Danone, Nissan etc)
- Managing and growing local and international markets of Cisco, Meraki, Vmware, Riverbed, Palo Alto, EMC in Egypt, Lebanon, UAE
- Establishing and maintaining relationships with existing and new customers
- Working with Channel Partners
- Coordinating internal teams to accomplish the work required to close the deals
- Developing and managing a sales pipeline
- Monthly forecast/weekly reports

Account Manager (Dubai)

Apr 2008-Jul 2011

Siemens LTD

<http://www.siemens.com>

- Key Account Management for Etisalat (Mobile Operator)
- Identifying and validating business opportunities for GSM, WAP, GPRS, UMTS and Mobile Internet solutions in Egypt and UAE
- Preparing offers, negotiating customer contracts within account team
- Liaising with the different Siemens BU related to the new opportunities
- Participating in product training
- Monthly forecast/weekly reports

Senior Sales Executive (Dubai)

Apr 2007-Apr 2008

Etisalat ISP (Mobile Operator)

<http://www.etisalat.com>

- Exploring business growth opportunities with current and potential Key Enterprise Customers
- Selling VPN connection, Wimax, Internet
- Maintaining relationships between Customers and Etisalat ISP
- Preparing Sales offer and following up till close the deal
- Coordinating between Customers and internal presales, project managers and technical team regarding customer's requirements
- Delivering sales presentations to high-level management
- Monthly forecast/weekly reports

Computer and personal skills

- MS Office, Windows, IOS, Android
- Oracle, Autotask, Salesforce, Payentry, Concur
- Hard worker, Time management, Self motivation, Passion, Achiever
- Excellent communication skills, strong leadership, problem solving, decision-making, and team building skill.

Recommendations: <https://www.linkedin.com/in/mohamed-el-fakharany-25907347>