

MOHAMED EL FAKHARANY

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Summary

I'm certified sales professional with over 8 years experience and proven track record of achievement selling IT solutions to enterprise accounts. I consistently over achieved my sales quota, acquired new and developed existing accounts, built positive relationships and achieved customers satisfaction. I have strong communication and presentation skills and able to position a solution to all customer's levels.

I'm a Green Card holder.

Work Experience

Area Sales Manager / Ontario, CA

Oct 2014 - till now

NetXperts (Gold Cisco partner, System Integrator)

www.netxperts.com

- Managing Orange County and San Diego territory
- Growing relationships with key customers
- Prospecting new accounts in assigned area
- Sales presentations
- Negotiating solutions with partners and customers
- Coordinating internal teams to accomplish the work required to close the deals
- Developing partnerships with vendors AM
- Participating in vendors product training

Senior Account Manager / Cairo, Egypt

Jul 2013-Sep 2014

BMB Group (Gold Cisco Partner, Systems Integrator, EMC, Palo Alto, McAfee, Vmware, Riverbed partner)

<http://www.bmbgroup.com>

- Handling Fortune 100 accounts (Kraft, Nestle, Mars, Danone, Nissan etc)
 - Managing and growing local and international markets (Egypt, Lybya)
 - Establishing and maintaining relationships with new and existing 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
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Sales Account Manager / Cairo, Egypt

Nov 2011-Jul 2013 BMB Group Systems Integrator, Gold Cisco Partner, EMC, Palo Alto, McAfee, Vmware, Riverbed partner)

<http://www.bmbgroup.com>

- Identifying and validating new opportunities across the assigned sector
- Preparing cost sheet and quotation for every project
- Developing and managing a sales pipeline
- Monthly forecast/weekly reports

Senior Sales Executive / Cairo, Egypt

Apr 2009-Nov 2011

Etisalat ISP

<http://www.etisalat.com>

- Exploring business growth opportunities with current and potential Key Enterprise Customers
- 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 customers' requirements
- Delivering sales presentations to high-level management
- Managing the work of account executives
- Monthly forecast/weekly reports
- IT knowledge (VPN, Internet, Cisco routers, 3G, Microwave)

Sales Executive / Cairo, Egypt

Jan 2008-Mar 2009

Al Amin Technological Systems (Office and banking equipments)

<http://www.alamintech.com/>

- Meeting and exceeding sales targets
- Generating new business and developing business relationship with existing customers
- Forecasting and reporting

Telesales Executive / Cairo, Egypt

Jan 2007-Dec 2007

Ecco Outsourcing

<http://www.eccooutsourcing.com/company.html>

- Meeting and exceeding sales targets
- Communicating with potential clients (residents in USA) by phone to sell long distance phone cards

- Explaining services and special promotions to customers
- Maintaining clients' database and leads

Education	The Future Academy (Cairo, Egypt), May 2007 Degree - Bachelor Major - Information System
Languages	English (Fluent), Arabic (Native)
Computer and Personal Skills	<ul style="list-style-type: none"> • MS Office, Windows Vista, XP, 7 • Oracle, CRM, OMS, NTS (Excellent) • Hard worker, goal, and results oriented attitude • Excellent communication skills, strong leadership, problem solving, decision-making, and team building skills
Courses and Certificates obtain	<ul style="list-style-type: none"> • Veeam Sales Professional 2015 (Certificate) • Cisco Sales Expert 2014 (Certificate) • Riverbad Sales Associate 2014 (Certificate) • Sales Enablement in Security Cisco 2014 • Selling Cisco Data Center Architectures Course 2013 • Palo Alto Sales Course 2013 • Unlimited Selling Success Course 2012 (Certificate) • EMC Course 2012 • BMB Best Sales Achiever Q4 2012 (Certificate) • Etisalat ISP Best Achiever 2010 (Certificate) • Apple&Orange Finance 2011 Course (Certificate) • SPIN Selling Course 2010