

MOHAMED EL FAKHARANY

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Summary

I'm certified sales professional with over 7 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.

Work Experience

Sales Account Manager B2B / Dec 2014 - till now / Anaheim, USA

CPACinc (Reseller of Cisco, Brocade, Barracuda, HP, Microsoft, Juniper etc)

<http://www.cpacinc.com>

- Selling hardware and software portfolio of products to new and existing customers (Cold calling, face-to-face meetings)
- Management of accounts
- Participating in manufacture presented training
- Developing and managing a sales pipeline

Senior Sales Account Manager (Commercial Sector, Hospitality and Education) / Jul 2013-Sep 2014 / Cairo, Egypt

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

<http://www.bmbgroup.com>

- Achieving increased annual revenue sales goals
- Establishing and maintaining relationships with new and existing customers
- Managing and growing local and international markets (Egypt, Lybya)
- 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

Sales Account Manager (Commercial Sector) / Nov2011-Jul 2013 / Cairo, Egypt

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
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- Preparing cost sheet and quotation for every project
- Developing and managing a sales pipeline
- Monthly forecast/weekly reports

Senior Sales Executive (Enterprise Accounts) / Apr 2009-Nov 2011 / Cairo, Egypt

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 / Jan 2008-Mar 2009 / Cairo, Egypt

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 / Jan 2007-Dec 2007 / Cairo, Egypt

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
- 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
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