



AHMED MAHMOUD AWAD ZAGHLOUL

Sales Manager - Product Manager

PROFESSIONAL SUMMARY

I am a sales manager and projects manager with 14 years of experience in building new customers, manage the project from start to end and manage the relationship between my company and technology vendors, I am seeking a middle management role in the channel industry, where I can put into practice my skills and knowledge in managing, including business development, enablement, marketing, and transformation. I am an ambassador and expert in bridging culture, best practice, and value proposition gaps between vendors, their business partners, and end customers. I bring passion, focus, and continued learning to my stakeholders. I approach problems with a critical and creative mindset.

WORK EXPERIENCE

(Feb/2013-till now) EL-Ajou Group Trading Company

Sales Manager

Al Ahsa Branch

(2008-Jan/2013) aDawliah Electronic Appliances

Sales and Projects Supervisor

Eastern Region

EXECUTED PROJECTS

- CCTV system and storage systems project at- E-Learning Deanship.
- CCTV system project for the KFU milk factory.
- Providing OMR machines and software for all KFU colleges.
- Audio and video solution with LED screens for KFU board room.
- Supplying office furniture for the colleges of KFU.
- The queuing system for KFU college.
Supplying office furniture for Al Ahsahealth centers.
- MPS projects for all buildings at Almoosa hospital (printing solution).
- The queuing system for Al Ahsa hospital.
- Audio and video system with LED screens for Al Moosa hospital auditorium.
- Digital signage screens for all buildings Al Moosa hospital.

EDUCATION

2007 Bachelor of Islamic and Arabic Studies

AL Azhar University

TRAINING

2021 Project Management Exam Preparation course

Proactive for training and consulting

2021 Fundamentals of digital marketing

Google skills

2020 Customer relationship management

HP life Centre

2020 Marketing through social networks

HP life Centre

2020 ICDL

Maaref platform

2014 Navori SA software technology

Navori international sa

2014 Extron New products

Extron sa

2013 Selling skills


El Ajou group training

Contact:

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 Zaghlooooooool

 Al Ahsa city – Eastern region

Personal Info:

Date of birth: 1/5/1984.

Nationality: Egyptian.

Marital Status: married.

Military service: Exempted

Driving license: Saudi

driving license.

My Iqama job: Marketing

Specialist.

Language:

English: 








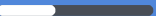
Arabic: 

Computer skills:

MS Office: 

CRM Systems: 

Skills:

- Self-Learning 
- Flexibility 
- Time Management 
- Problem Solving 
- Leadership 
- Planning 
- Teamwork 
- Negotiating 

Experience and Tasks in Details

- Experience in management and leadership
- Developing and supervising marketing plans -Marketing and promotion of new products, services, goods, and commodities
- Preparing a comprehensive administrative and strategic plan for the management and development of revenues, sales, and profits.
- Full knowledge of printing solutions, office furniture equipment and integrated business solutions.
- The ability to prepare technical specifications for government sector tenders and Etimad platform.
- Follow-up and study the labor market on a permanent basis, and get acquainted with new products and competition, and be fully aware of them.
- Considering and taking into account suggestions made by the sales department team.
- Preparation of strategic plans for sales and business development - Pricing of services, goods and commodities provided by the company.
- Building and forming good relationships with customers and understanding their strategies.
- Maintaining good relations with important clients.