



Abdulfattah Mohamed

Sales and Marketing Specialist

Accomplished Sales Manager offering [12] years of experience developing and maximizing [IT] sales. Diligent in building and retaining accounts by providing support and attentive service. Expertise in marketing strategies, product promotion and merchandising to achieve market penetration. Successful record of expanding network connections through persuasive brand imagin



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Riyadh, K.S.A

SKILLS

Product Knowledge

Rapport Building

Time Management

Product Presentation

Contract Negotiation

Closing Sales

Problem Solving

Teamwork

Public Speaking

Conflict Resolution

Adaptable

LANGUAGES

Arabic
Native or Bilingual Proficiency

English
Full Professional Proficiency

INTERESTS

reading

travel

Sport

WORK EXPERIENCE

Sales Executive Universal system

02/2007 - 10/2008

Riyadh , K.S.A

Distributor of Products (Edmax - Cisco - Computer Networks)

- Achieve annual target of 25 million USD • Responsible for the development and achievement of SMB / SGL • Identify new sales opportunities within existing accounts and develop new accounts. • Create business proposals for new and existing opportunities. • Establish relationship with clients and provide high standard of customer
- Grew revenue 85% through customer education for business solutions and product offering

Channel Account Manager BDL Group

10/2008 - 12/2012

Riyadh,k.s.a

Distributor of products (Samsung smart phone - Dell - Acer - HP - Asus - MSI - Lenovo - LG)

- Maintained relationships with 55+ large companies,Achieved over \$5000,000 in sales for every fiscal quarter, Sales Team Leader for (Acer - Asus)Products . Presented professional image consistent with company's brand values... Responsible for the development and achievement of SMB / SGL...
- Senior Customer Sales Officer

Area Sales Manager Metra Group

01/2013 - 12/2017

Al Khober,K.S.A

Distributor of products (Apple - Dell - Toshiba - HP - Lenovo - Creative - Panasonic Smart phone - View sonic)

- Promoted continuing education opportunities for sales team to bolster skills and add value to department. Hired, trained and managed sales staff and administered and implemented compensation plan to support area sales goals.Built lasting relationships with clients through outstanding customer service interactions. Set and achieved sales targets for [Eastern] region.
- Administrative Officer of the Eastern Region Sales Branch

Sales Manager I Brand

01/2018 - 12/2019

Al khober,K.S.A

A leading company in the distribution of surveillance cameras and smart devices

- Recruited and hired top-level talent to add value and expertise to sales department. Used vendor expertise to deliver educational content to sales team.Closed lucrative sales deals using strong negotiation. Attracted new clientele and developed customer relationships by hosting product-focused events.
- General managof sales teamer in charge

Senior Account Manager - DELL Metra Group

01/2021 - Present

Riyadh,k.s.a

Distributor of products (DELL)

- Maintained relationships with 55+ large companies , Achieved over \$5000,000 in sales for every fiscal quarter , Lead and presented all company product promotionsasks, Closed business deals with partner businesses to increase company profits [85]%.Built lasting relationships with clients through outstanding customer service interactions.
- Dell sales official for major customers in Riyadh and the Eastern Region

EDUCATION

Bachelor's degree in Arts Al Mansoura University

01/2002 - 08/2006

Al mansoura / Egypt