



Omar Marei

Sr. Technical Account Manager



Professional Summary

Dynamic Senior Account Manager, results-oriented, proactive, ambitious, persistent, professional mechanical engineer with 7 years' experience and a strong background playing a vital role in the development, management, growth and retention of key accounts for a wide range of organizations. Service-centric leader dedicated to fueling revenues, enhancing client experience and achieving top brand loyalty. Highly adept in performing within high-pressure and deadline-driven environments, driving full sales lifecycles with focus on territory expansion.



Education

2008-09 -
2014-07

Bachelor of Mechanical Engineering

Helwan University - Cairo, Egypt [Certificate](#)

2018-01 -
2018-12

Certificate of Achievement in Sales and Marketing [Certificate](#)

AUC The American University - New Cairo, Egypt

2019-01 -
2019-12

Career Certificate in Sales Management and Forecasting [Certificate](#)

AUC The American University - New Cairo, Egypt

2020-01 -
2022-02

Computer Science for Business Professionals CS50 [Certificate](#) [Certificate2](#)

Harvard University - Online, EDX



Contact

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LinkedIn

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Skills

Key accounts development



Sales Management



Sales Analysis and Forecasting



Profit and Loss Analysis



Sales and Operations Planning





Work History

2021-07 -
Current

Senior Sales Account Manager

Al Hajry Overseas, Dammam, Eastern Province, Saudi Arabia

2019-10 -
2020-10

F&B Sales Account Manager

Diversey, Cairo, Egypt

2017-09 -
2019-09

Sales Engineer Key Accounts

Naffco, Cairo, Egypt

2016-02 -
2017-08

Sales Engineer

United Group for Engineering and Investments UGEI, Cairo, Egypt

2016-11 -
2017-01

Call Center Agent

Vodafone UK, Cairo, Egypt

2014-10 -
2016-04

Site Engineer

Dahab Contracting and Engineering Projects, New Cairo, Egypt

2013-07 -
2013-10

Intern in Research and Development

Mercedes-Benz Cars Daimler AG, Sindelfingen, Germany

2013-01 -
2013-03

Intern in Safety and Quality

The Aeromedical Center ACG, Stuttgart, Germany

Leadership and Conflict Resolution skills



Very Good

Services optimization



Excellent

CRM Systems



Excellent

Microsoft Office Suite



Excellent

Consultative sales techniques



Excellent

Business development and planning



Very Good

Languages

Arabic Mother Tongue



Excellent

German Intermediate: B1



Good

English Fluent: C1A



Excellent



Distinguishable Extra-Curricular Activities

- Elected to President for the Faculty of Engineering Student Union in 2011
- President of Helwan University Students Union in 2012
- Elected Executive Board Member of Egypt's student Union (ESU)

Elected head of the "The legal Drafting Committee" to write the new students' constitution.

DELEGATIONS

- **United Kingdom 2012**

Delivered Fraternal Greetings at NUS -National Union of Students- Annual Conference.

Spoke in student conferences in London, Sheffield, Edinburgh, Glasgow and St. Andrews Universities, conferences were organized by St. Andrews university students' union.

- **Germany 2011**

PH Ludwigsburg University student exchange with ASTA organized by German Academic Exchange Service (DAAD).

Volunteering

- **Fundraiser** in Ezbet project of AYB (Alashanek Ya Balady Developmental NGO) 2012 - 2014
- Enhancing my school's computer lap capabilities. Received **reference letter** and appreciation from the [Director of Government Educational Department](#) in Al Dawadmi – Saudi Arabia 2008
- **Science Club Leader** in Al Dawadmi High School – Saudi Arabia 2007



Skills Passed LinkedIn Assessment

- Microsoft Excel
- Microsoft Outlook
- Microsoft PowerPoint
- Microsoft Word
- Python (Programming Language)
- Django
- HTML
- Cascading Style Sheets (CSS)



Additional Information

- Nationality: Egyptian
- Marital Status: Married.
- Valid Driving License KSA
- Valid Transferable Iqama in KSA
- Fully Vaccinated in KSA
- Valid Saudi Council of Engineers Membership
- Egypt Mobile: +2 011 011 60002



Full Resume 8 pages ([Link](#))