

MOHAMED ELTAWHEEL

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Work Experience: Murouj International Company sept 2020till
present

Business Development manager

OBJECTIVE

Preparation and the development of marketing plans and sales, and the development operational plan for the management of the sales in order to serve the strategic plan of the company, and ensure the implementation of this plan and is also

Responsible for determining the needs of the section of salespeople and marketing

Distribution and their qualifications and need, training and rehabilitation, and raise the company's market share in target markets to achieve advantage

CURRICULUM VITAE

PERSONAL DATA

Nationality : Egyptian
Marital Status : Married + 3 Children
Driving License : 929873(Egy) - 3692113(ksa) - 487460(Libya)
Residence : allowed transfer

EDUCATION

Bachelor Art : 1996
Mini-MBA : Al-Azhar University Master in Marketing and

Sales Experience

Saudi Arabia Experience

Company : Makkah Cold Stores 2018: 2020
Company : AFIA International CO.
Savola Dec 2009:2018



Position : Sales Manager

Company : AL munajem CO. 2004: 2009

Coverage Area : South Area ¹(KSA)

Position : Sales Manager



Algeria Experience

Company : AFIA International CO.

Coverage Area : Algeria

Position : Regional Manager



Libya Experience:

Company : Nestle – Heinz 2005: 2007

Position : Sales Manager



Company : AFIA International CO.

Coverage : Tripoli



Egypt Experience:

Company : Al-Ahram Beverages
Company 1997:2000



Company : Mansour
International Distribution 2000:2002

Company : Arab Dairy
(Panda) (Dairy Products) 2002:2004



Company : Afia international Egypt (Savola)



Achievements

- Survey of the work area as whole and split itineraries for delegates
- Training delegates on the skills of persuasion and sales steps visit and communication skills and handling objection
- Experienced many techniques of sales due to different training through working as a sales representative.
- Development relevant knowledge, techniques and selling skills through continuous learning processes in comp.
- Development communication skills through meeting a variety of people, teamwork, problem solving and sales activities
- Gaining more experience in sales tactics to achieve the company sales target.
- Communicate and negotiate internally and externally using appropriate methods to facilitate the development of profitable business and sustainable relationships with colleagues and customers.

- Development Planning and carry out marketing and sales activities through Exercise training and workshops and field.
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- Compass training. (Savola HR)

ESSENTIAL SKILLS AND ABILITIES

Business and Selling Skills :

Building Strategic work relationship, Strong Negotiations, Innovation, and key Account management skills

Language _ : Arabic . English . Deutch

Computer skills

ICDL Windows 2010, Excel, Word, power point outlook access and Internet Skills

Courses

- Course in the marketing of the Egyptian Institute for Training and Development
- Human Resource Management
- Project Management
- General Administration.
- The Art of Strategic Marketing.
- Sales skills.
- Effective communication skills.
- Strategic Planning.
- Basic skills and capabilities to Sales managers (Consell Development Consulting)
- Oversight sales operations Development sales team (Consell Consulting)
- Professional selling concepts & techniques workshop (Consell Consulting)
- Effective sales management skills. (Consell Development Consulting)
- Sales supervisory skills (Consell Development Consulting)
- How to manage your time to increase your productivity (Knowledge)
- Managing Successful Negotiation& conflict
- Effective Communication Skills
- Sales coaching and supervision.

Personal Skills

- Excellent inter-personal and communication skills.
- Ability to deal with a wide variety of situations and individuals calmly even whilst under pressure.
- Ability to work efficiently on own initiative and unsupervised, however, also an excellent team player.
- Ability to plan, organize and priorities workloads and to meet and exceed targets
- Enjoys excellent working relationships with colleagues and management.
- Quality control duties with good awareness of importance of producing highest.