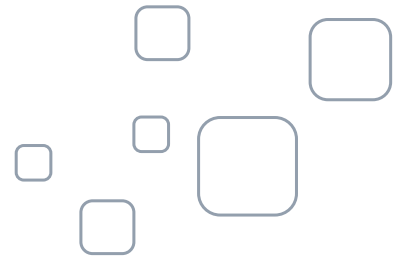


# MOHAMED AHMED SAID



- SALES MANAGER
- SR. SALES ACCOUNT MANAGER

## CONTACT

### Phone

+9660541602494

### Email

moh.said2@gmail.com

### Address

Riyadh, K.S.A



## PERSONAL DATA

- Nationality: Egyptian
- Date of Birth: Oct 1981
- Marital Status: Married
- Military Status: Exempted

## EDUCATION

### Bachelor's Degree of Commerce

- Accounting Department  
South valley

## COURSES

- Accounting
- Marketing
- Management
- Feasibility studies  
**Businessmen Club Feb 2005**
- English Course  
**Berlitz Institute  
Jun 2021- Mar 2022**

## LANGUAGES

- Arabic: Native.
- English: Good.

## ABOUT ME

A Professional sales manager and senior sales account manager with over 17 years of experience, with a strong background of accounting as I passed by the title in the beginning of my career, mainly my work was in information systems and digital solution software companies in a collection of best companies in the market such as "Micro Data", Goodnews4me, and other's which gained me a good amount of skills and cumulative experience regarding academic aspect, I have a bachelor's degree of accounting in addition to a collecting of important and valued courses to maintain providing high qualified work performance.

## EXPERIENCE

### Sales Manager

**Micro Data Technology for Information Systems Egypt , Sep 2011 - Current.**

#### Main Responsibilities:

- Offer necessary product knowledge and technical expertise translating into successful sales.
- Publish go-to-market strategy setting up product positioning, target customers and end users.
- Update sales team and dealer network on new software developments.
- Coordinate with sales team to develop selling tools for presentations, demos and trade shows.
- Suggest new product concepts, enhancements and potential new partnerships.
- Set up and publish to ensure Aries personnel are in sync with customer needs and goals.
- Determine, advise and close software sales agreements with company executives.
- Present proposals on potential clients needs.
- Present quotes and suggest solutions on customers needs.
- Uncover potential clients needs to sell solutions.
- Update on product information, pricing and contract terms.
- Assist sales through calls and web based presentations to maintain product positioning and strategies.
- Handle in-depth knowledge of products and technologies, competitors and market conditions.
- Manage industries competitive knowledge to leverage sales cycle.
- Maintain full lifecycle of sales process from prospecting to closure.

# EXPERIENCE

## Senior Sales Account Manager

Goodnews4me – Digital Solutions, May 2018 – Aug 2021.

### Main Responsibilities:

- Following up on leads and winning new clients.
- Developing and implementing strategic plans to manage and grow accounts.
- Retaining clients and building strong, trusting relationships.
- Understanding client needs and identifying new business opportunities within your portfolio.
- Providing superior customer service and ensuring client satisfaction.
- Communicating and coordinating with internal teams to deliver solutions.
- Identifying opportunities for improvement and proposing new tools and processes.
- Supporting sales teams to improve their performance and reach targets.
- Developing and maintaining excellent knowledge and understanding of our business, offerings, competitors, and industry.

## Senior Sales Account Manager

Proactive Soft for High Quality Software Solutions, Jun 2017 - May 2018.

### Main Responsibilities:

- Create deals with new clients
- Develop, build and administering client accounts
- Follow up client needs
- Analyze budget and sales to meet targets
- Set annual and gross profit plans
- Achieve sales operational objectives
- Prepare reports for head office
- Deliver technical presentations
- Provide pre-sales assistance and product education.
- Sell company solutions (Automotive ERP, CRM HR, Workshop).

## Sales Manager

RTC Information System, Sep 2013 – Jun 2017

## Accountant

Al-Shathri Property, Saudi Arabia, Feb 2010 – June 2013.

## Sales Supervisor

Advanced Computer Network for ERP Systems, Saudi Arabia, Jul 2009 – Jun 2013.

## Sales Executive

Atos Pharma company, Qena, Egypt, Feb 2005 – Dec 2008.

# COMPUTER SKILLS

- Proficient with Microsoft Office Programs.

# PRODUCTS EXPERIENCE

Deep knowledge with both ready and customized styles

## READY

- HMS
- ERP
- Automotive ERP
- CRM
- HR
- POS

## CUSTOMIZED

- Factories
- Charities
- Web Applications
- Mobile Applications
- Motion Graphic
- Infographic

# PROFESSIONAL SKILLS

- Analysis Skills.
- Strategic Planning Abilities.
- Strong Communication Skills.
- Delegation Skills.
- Ability to Forecast Sales Goals Based on Analytics
- Strategic Thinking and Planning Skills to Implement Sales Plans
- Ability to Coach, Mentor, and Motivate Salespeople
- Ability to Delegate Responsibilities
- Setting sales goals
- Managing individual and team quotas
- Creating a sales plan and proactively experimenting to improve execution
- Monitoring progress in real-time and analyzing data
- Overseeing the organization's sales training
- Keeping an active watch over (and involvement in) key accounts
- Mentoring individual sales reps and administering incentive programs
- Recruitment, hiring and firing of sales representatives

# PERSONAL SKILLS

- Leadership
- Pressure Management
- Decision Making
- Critical Thinking
- Communication
- Dependability
- Initiative
- Problem-Solving
- Flexibility
- Continuous Development Mindset
- Diplomacy

Thank you for your valued time and efforts  
looking forward to have an interview to discuss with more details  
about my experience, knowledge and skills



*Scan & Quick Contact Me!*