

## Details

### Address

Dubai, UAE

### Phone

0507798146

### Email

[tedata.itech@gmail.com](mailto:tedata.itech@gmail.com)

## Skills

- Highly detailed oriented
- Coordination skills
- Teamwork
- Risk management
- Multi-tasking
- IT Expert- H.W/S.W
- Project management

## Certifications

- A+ Diploma
- CCNA
- Certified Scrum master
- Certified Business Analysis Professional

## Passions

### Technology Innovation

Passionate about staying updated with the latest technological innovations, trends and applying them to enhance work development processes

### Continuous Learning

Love to learn and upgrade my skills regularly to rise to new challenges

## Languages

Arabic



English



French



## Education

Suez Canal University

Bachelor of Commerce

Sep 2004 — July 2008

- Major: Economics

## Summary

**Experienced Sales Account Manager with a proven track record of leading the company's sales department to achieve revenue and sales growth targets. My role encompasses a wide range of responsibilities, from sales team training and development to daily operations and customer relationship management (CRM). I play a crucial role in closing deals and driving sales performance through strategic oversight and collaboration with other departments.**

## Experience

### Senior account manager, Connect Professional Services

July 2021 — present

📍 CPS – Cairo

**My primary objective is to close deals by overseeing the sales operations, developing Sales strategies, leading the sales team, and driving revenue growth. I work closely with other senior executives to ensure sustained business growth.**

- Ensuring the company sustains revenue growth by increasing sales. I do this by overseeing Sales activities and developing sales strategies
- I'm also developing and executing the sales strategies. By gathering all availed data and use it to forecast sales performance and set sales targets.
- Sometimes company makes significant changes by adding partnerships and products to boost sales growth, new sales strategies are needed so I develop short- and long-term sales plans in collaboration with CMO and other department heads.

### Sales account manager, Advanced Technology Solutions

March 2016 — July 2021

📍 A.T.S– Cairo

**My role focuses on client relationship management, revenue growth, and strategic sales execution. I am proven in negotiating high-value contracts, optimizing sales processes, and enhancing customer satisfaction. Additionally, I am skilled in market analysis, providing actionable insights, and mentoring sales teams to exceed targets.**

- Formulate and execute strategic sales plans to meet and exceed targets.
- Identify new market opportunities and potential clients.
- Develop account plans to maximize revenue growth.
- Prepare and present reports on sales activities, revenue, and forecasts to senior management.
- Negotiate terms and agreements with clients to secure profitable deals.
- Maintain detailed records of client interactions and sales activities in CRM systems.
- Train and mentor junior sales staff.
- Implement changes based on client feedback to enhance satisfaction and loyalty.
- Manage sales budgets to align with company financial goals.

### IT Sales Executive, WTCS

Nov 2012 — Dec 2015

📍 WTCS – Cairo

**Responsible for selling the company's products and services to customers, identifying potential clients, understanding their needs, coordinating and directing the sales team to offer the proper solutions to meet those needs.**

### Technical support representative, TE Data

March 2010 — Nov 2012

📍 TE Data – Ismailia

**System administrator in Telecom Egypt, my role is to make sure that servers, hardware and system is working properly. Responsible for the surveillance system, network and all technical issues that may face the branch employees and the workplace.**

### Computer Instructor, Cisco Networking Academy

Oct 2008 — Feb 2010

📍 Cisco networking academy – Ismailia

**Teaching the course of (IT Essentials) which explain the fundamentals of software, hardware, and networks as an entrance for the next course of CCNA**

**Presenting the course curriculum in a practical and interactive way, which helps students apply it in the field of information technology.**