

Contact

Phone

+971 - 558981448

Email

elsheikh.beshoi@gmail.com

Address

Dubai - UAE

Education

2004

Bachelor of Social Work

University/College

Skills

Ongoing contract negotiation

Market research

Talent recruitment

Customer acquisition strategies

Market research analysis

Shape leadership

Talent management

Product development

Commercial strategies

Winning negotiator

Training and mentoring

Commercial growth acceleration

Language

English

Arabic

Beshoi Melad

Commercial Director

Success-driven Commercial Director of 5 years, expertly maximising company profitability through creative strategy. Professionally developing key stakeholder relations to improve procurement, increase new business and regularly exceed company targets. Detail-oriented team player with strong organizational skills. Ability to handle multiple projects simultaneously with a high degree of accuracy. Productive student looking to gain experience in commercial management. Possesses strong communication and prioritisation abilities. Quick learner and motivated to support team to achieve successful outcomes.

Experience

2018 - 2023

Sola Trading Co. - Beirut - Lebanon

Job position here

- Carefully analysed customer and market insight to improve product and therefore, profit margins.
- Provided effective solutions to problematic situations, ensuring smooth business running and optimum profitability.
- Led team in per-contract activities.
- Forged strategic partnerships internally and externally to increase procurement.

2016 - 2018

Aman For E-Payment - Assiut - Egypt

Sales Manager

- Increased year-on-year sales by 20%, implementing strategic business growth and retention initiatives.
- Collected customer and market feedback and reported information to company leadership.
- Secured new clients with impactful pitches and presentations.
- Secured revenue targets by building successful sales teams, preparing appropriate budgets and implementing strategic action plans.

2012 - 2016

Henkel - Assiut - Egypt

Sales Supervisor

- Analysed sales data to define weekly quotas for multiple departments, assessing potential areas of growth.
- Organised and coordinated sales team schedules, helping staff meet company and client expectations.
- Coached team members to reach and exceed weekly and monthly sales goals.
- Analysed sales and customer data with Excel, generating comprehensive sales reports to promote sound business decision-making.

2004 - 2012

Sadko For Internal and External Trade - Cairo - Egypt

Sales Representative

- Maximised business potential by providing excellent customer service client retention.
- Helped resolve client problems quickly with superior customer service.
- Responded to telephone and in-person requests for information.
- Earned numerous recognitions for exceptional customer service.