

**Hazem Hussein Taha El Habashy**  
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**Accommodation \ egypt**

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## **EDUCATION**

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**Zagazig University**  
**Faculty of education**  
**French Dept.**

**2002**

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### **Executive Director of Danat Travel & Tourism Agency in Kuwait**

- promoting and marketing the business
- dealing with customer queries and complaints
- recruiting, training and supervising staff
- meeting profit or sales targets
- preparing promotional materials and displays.
- Responsible for implementing company policies
- Dealing with agents, airlines and marketing

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### **Acquisition Specialist (projects Dept.) Etisalat Project** **Work responsibilities**

- Choose options according to the nominal points coming from the customer
- Negotiation with owner or association.
- Reviewing all legal documents needed to sign the contract.
- Proceeding all sites needed permits (agriculture, electricity, environmental etc.. )
- Monitoring and controlling site lifecycle to on air phase
- Negotiator-power-permit



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Since Dec 2012 **Qutub Technology For Contracting Co.**

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Since Sep 2009-- Nov 2012 **The Egyptian American Company**

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### **Sales and Marketing Supervisor**

#### **Work responsibilities**

- Responsible for the day to day running of the unit and for achieving agreed targets.
- Provide input to the sales forecast for his area to the Regional Sales Manager.
- Work with each member sales team in the field on a regular basis achieve the objectives
- Provide timely and accurate competitor information to the Regional Sales Manager.



- Conduct monthly meetings with sales team and brief them on the actions plan for the upcoming period.
- Ensure that the sales team is implementing the contracts agreed with customers.
- Communicate with and provide the marketing department with essential inputs that affect pricing and promotional strategy.
- Supervise the day-to-day activities of a sales force in order to implement the organization's overall sales strategy for an assigned region.
- To assist the Sales Manager in revising and implementing the sales strategies plans.
- To assist the Sales Manager in providing a professional and excellent level of customer service with existing and new customers.

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from Nov- 2004 to Sep 2009: **Pioneers Trading Company**

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### **Sales commercial Executive**



#### **Work responsibilities**

- Stocks broker
- Achieve the sales target
- Provide accurate sales and market analysis
- Develop and manage relationships with regional business partners
- Implement and develop brand strategies
- Order processing.
- Processing customer information sheets along with orders.
- Order Handling
- File Handling
- Handling Complaints

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### **TRAINING COURSES**

- Course in English Language at British Academy.
- Course in Technical analysis at trend
- Course in Sales and Marketing at American chamber of commerce in Egypt
- PMP preparation course at EMAK academy
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### **LANGUAGES SKILLS**

- Arabic: mother tongue
- English: V.good written and spoken
- French: very good

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### **PERSONAL SKILLS**

- Management Skills (Supervision, Delegation, Motivation and Time Management)
- Communication skills
- Selling skills
- Analytical skills
- Attention to details
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### **PERSONAL INFO**

- Date of Birth : 08 / 09 / 1979.
  - Military Service : Completed.
  - Marital Status : Married with 2 kids
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