

Bahaa Mohamed

SENIOR MANAGER

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Summary

Energetic and motivated to work towards ensuring that the achieves and exceeds its targets. Constantly examines and reworks any and all aspects of the company that contribute to its success. Passionate about brands and understand their history and heritage . Specific responsibilities will include , but not be limited to :

- 1-Managing and motivating sales team.
- 2-Training and coaching the sales team, to be in valve in business track to analyses the business forecasting sales during the period, reporting and planning , all management reports required.
- 3- Developing and maintaining strong relationships with client partners.
- 4-managing performance in district to achieve sales objectives.

Work experience

Showrooms & HR Manager 2016 - 2017
Pen and Paper - El Mansoura

As Showrooms Manager

- 1- Educated Showrooms staff about quality and value of [Pen and Paper] products and haw customer service .
- 2- Manage and address shrinkage and stock loss .
- 3- Responding to and comments and resolving customer complaints.

As HR Manager

- 1- Developing the HR plans and policies in conjunction with the company's over all development plan.
- 2-Conducted New Hire Orientation, Exit Interviews and Leave of Absences
- 3- Overall responsibility of man power planning and recruitments.

Western Region Sales Manager 2001 - 2015
LG - K S A

Develop 5 times area manager awards winner,achievement exceeds over 100 million Sr yearly and has total staff strength of 06 salesmen plus 30 services staff.

key strategic accomplishments :

business of distribution of consumer electronics /home appliances. the annual turnover of the WR sales

- 1-Coordinated development and execution of sales & marketing plans of products categories under responsibility through top local retailers.
- 2-Responsible for key category performance in term of sales (in and out) , collection , margins , market share and bottom line profitability.
- 3-Coordination with marketing division for product display lunches and support activities and training programs.

Sales Supervisor 1998 - 2001

Panasonic - K S A

Ranked as kingdom 1 st sales growth achieve in 2000 .

Job Duties:

1-enhances staff accomplishments and competence by planning delivery of solutions , answering technical and procedural questions for less experienced team member.

2-sells products by establishing contact and developing relationships with prospects , recommending solutions.

3-identifies products improvements or new products by remaining current on industry trends , market activities, and competitors.

Salesman 1994 - 1998

Panasonic -K S A

Sell the company products as Panasonic agent(tel system) to VIP customers such as banks, hospitals, and do the follow -up collection in addition by adding new customers.

Education

Master in Business Administration (MBA) 2014 - NY

Edinburgh Business School

Heriot Watt University - finished 5 modules, IAm planning to finish left MBA program very soon.

Bachelor of Arts 1988 - 1992

Mansoura University

Certificated in social department

Skills

LANGUAGES



1-Arabic : mother tongue

2-English : Excellent - Reading - Writing and Spiking

MENTAL SKILLS



1-interpersonal communications skills.capability to work under stress.

2-timeliness, perfection& did - line, and achieving objective and objective orientation.

3-deeply analytical skills negotiation skills.

COMPUTER SKILLS



1- computer literary and serving internet .

2-excellent user to M/S (Word, Excel and Power Point)

PERSONAL HOBBIES

Born in December 1966 . have 2 children. sportsman Particularly tennis and swim .