

ENGINEER AHMAD MOSTAFA EL-GINDY

**ENG. AHMAD EL-GINDY**  
**Sector Manager**  
**TVET Egypt, European – Egyptian Project**

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amelgindy78@gmail.com

Egypt, Beni Suef

**Dear sir,**

I have the honor to extend my CV for your marvelous company I would appreciate the opportunity to discuss your needs and objectives with you, The accomplishments noted within the accompanying resume will illustrate the value and vision that I can bring to your team.

I have 10 years of professional experience in the field of management Sales, Marketing, planning & following up, sector need assessment, quality process, Monitoring & evaluation, andmost CRM activities.

My experience includes strong hands-on technical skills with the German, Italian Experts.

I believe that my experience is in perfect line with your correct needs, if your company is looking for a dependable, results - oriented professional with a solid performance track, I would be interested in speaking with you to discuss the value that my experience can bring to your search, I can be reached with the above mobile number and look forward to hearing from you.

Sincerely yours,  
Eng. Ahmad Elgindy

## ENGINEER AHMAD MOSTAFA EL-GINDY

### PERSONAL DATA

**Name:** Ahmad Mostafa Elgindy.

**Nationality:** Egyptian.

**Date of birth:** September 20, 1978.

**Address:** Beni Sued, Egypt

**Mobile Number:** +20 1006563678

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**E-mail:** [amelgindy78@gmail.com](mailto:amelgindy78@gmail.com)

### CAREER OBJECTIVE

- Determine and execute plans and gross-profit by implementing sales, marketing strategies; analyzing trends and results.
- Maintain sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors.
- Establish and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Develop efficiency strategies to ensure the plans meet goals and standards.
- Process fault analysis and correction techniques for the process to minimize faults, motivate sales and achieve customer satisfaction for our services.
- Contribute team effort by accomplishing related results as needed.
- Representative for the enterprise in front of private and governmental entities.
- Meet Stakeholders to discuss their training needs and proposed

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plans.

### CAREER HISTORY

- March 2008 – present:

**Ministry of trade and industry, TVET Egypt , Cairo**

Current Position: Sector Manager(Sales, Marketing and Development)

- 2004 – 2008:

Position: Production Engineer.

**Egyptian Saudi Company**

- 2002 – 2004.

Position: Head of production department .

**Duravit Egypt (German Technology).**

- 2001 – 2002

Position: Quality Control Engineer.

**Roca Egypt (Italian Technology).**

### RESBONSIBILITIES

- Achieve growth and hit sales target by successfully managing the sector.
- Optimization profit, minimization of expenses to meet sales goals.
- Manage and execute training courses for most Egyptian factories in building materials.
- Design and implement a strategic marketing plan that expands customer base and ensure it's strong presence.
- Objectives setting, coaching and performance monitoring of procedures.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their training needs.
- Present sales, negotiation, revenue and expenses reports and realistic forecasts to the board manager.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Reviewing internal controls; operational, compliance, ensuring policies and procedures are up to date resulting in minimum risk and costs with increased profits.
- Effective utilization of manpower.
- Establishment of a powerful database in the center containing: trainees qualification, experiences, course level, days attendance and training course section.

## EDUCATION

- Bachelor degree in ceramics, Faculty of Applied Arts, Helwan University, Egypt, May 2000.

## LANGUAGED

- **Arabic:** Native.
- **English:** Good.

## INTERNATIONAL COURSE IN EUROPE

- Participated in the training course **“Promoting resource efficiency in the ceramic industry” at the premises of the “KI” Keramikinstitut in Meissen, Germany** from June 6<sup>th</sup> till 18<sup>th</sup> , 2010.

## COMPUTER AND LANGUAGE SKILLS

- Received advanced course in computer science, **IBM Certified (900 hour)** from Jan 2001 to August 2001.
- CIW international skills certification, **CIW application developer.**
- Advanced design by **Adobe Photoshop** 2000.
- Received English courses by **Berlitz** Egypt, March, June, September 2010, and March August 2011(seven levels).

**MANAGEMENT AND QUALITY COURSES**

- **Attend management course** in the leadership and management development center – Master Trainer program, Ministry of Investment May 2008.
- **ISO 14001 International Auditing**, November 2009.
- **Total Quality Management (TQM)** February 2011.