

Mahmoud Ali Makram

United Arab Emirates
Mahmoudmakram31@gmail.com
Mobile: +971502162982
00201099304621



WORK EXPERIENCE

- From April 2020 till Nov. 2022: Territory Sales Manager at Continental (TyrePro Egypt) Duties:
 1. Develop and maintain sales activity at key regional fleets and dealers
 2. Motivate our customers by offering high-performance products, technology solutions as well as our product expertise
 3. Monitor progress and adjust strategy by conducting market analysis and article forecasting
 4. Retain and grow existing accounts and solicit new business by executing our sales strategy
 5. Build a strong and trusting relationship with our customers in territory during regular site visits and sales calls
 - From October 2015 to March 2020: Bridgestone Egypt Area Sales Manager (Bandag) Duties:
 1. Building relationship & exceed customer expectations.
 2. Quality retread procedures are followed.
 3. Improve retread sales through managing current & handling new accounts.
 4. Achieve a targeted profit margin through sustaining/ increasing sales.
- Store Manager Duties:
1. Achieve Assigned strategic product sales target.
 2. Ensure products availability according to the targeted sales profile.
 3. Lead & manage daily sales activity achieving profitable sales mix%.
 4. Continues improvement for own product knowledge.
 5. Represent customer care standards, building relationship & exceed customer expectations.

- From October 2012 to September 2015: Team Leader at Vodafone Egypt Duties:
 1. Lead. Coach & direct store staff to achieve store sales target.
 2. Effective participation in Formulating & Delivering sales Improvement plan.
 3. Ensure products availability according to the targeted sales profile.
 4. Understanding for customers dynamic needs empowering the staff by applying the core objectives of the policies not just the blind code.

SKILLS & ACTIVITIES

Personal Skills:

- Reporting & presentation skills.
- Leadership and management skills with the ability to motivate and manage performance for the team against KPI's.
- Effective time management and problem-solving skills.
- Enthusiastic and passionate with a desire to succeed.
- Organizational awareness & ability to communicate with difference organizational layers.

Languages:

- Arabic: Mother tong
- English: Excellent Understanding
Very good Speaking and Writing Computer

Skills:

- Excellent using MS Office all releases

EDUCATION

Bachelor's degree in Tourism Studies from Future Academy Cairo June 2010

BASIC INFORMATION:

Valid Egyptian Driving license

Marital Status: Married

Date of Birth: 8/12/1988

Nationality: Egyptian.