



OSAMA Mahmoud Mohamed

Sales & Marketing Manager

About me

Innovative Sales and Marketing Manager skilled in driving revenue growth through strategic planning and creative marketing campaigns. Demonstrated success in building strong client relationships and leading high-performing teams. Proven ability to deliver impactful solutions that enhance brand visibility and market penetration. Bringing results-focused approach that leverages market insights to outpace competitors

✉ osama.marketing2018@gmail.com

🏠 6 October , Giza, Egypt

📅 40 years old

🇪🇬 Egyptian

☎ 010 10038695

Languages

Arabic

English

Assets

Ability to present the company

Sales funnel management

Strategic planning

Superior negotiation skills

Creative thinking

Sales forecasting

Market research analysis

Decision-Making authority

Hiring and training management

KPI monitoring and analysis

Superior negotiation skills

References

Mr Wesam

Director of Marketing, Lulu Hyper Market
+966581746609

Education

● Mini MBA scholarship

From July 2014 to December 2014 **LEOPARD EGYPT Education And Training Services (Sponsored by Ain Shams University)** Giza, Egypt
Management & Human Resources Management & Project Management & Innovation
Finance

● Basic Business Skills Acquisition

From September 2005 to November 2005 **Future Generation Foundation (FGF)** Giza, Egypt
Developed Language and Computer Skills, Enhanced Presentation & Project Development Skills, Acquired Basic Business Skills including: Marketing, Sales, Human Resources, Banking, Accounting, Business Correspondence and Report Writing

● Faculty of Law

From 2001 to 2005 **Menofia University** Egypt

Work experience

● Small business Partner

Since January 2019 **Uniform Zone** Giza , Egypt
Managed a diverse portfolio comprising 100 clients, focusing on market expansion and brand loyalty.
Achieved a 30% increase in company visibility by spearheading a multi-channel marketing campaign.
Coordinated a team of 25 specialists to execute comprehensive market research initiatives

References

Mr Subhan

Deputy Director of Marketing ,
Tamimi Markets
+966569190277

Mr Naymuddin

Marketing Manager, Baskin
Robbins KSA
+966546535370

Work experience

Sales & Marketing Manager

From December 2012 to July 2018 **AWI Group** Eastern Province, Saudi Arabia
Sales & Marketing Manager

- Attracted clients, negotiated contracts and closed deals through sales strategies and personable demeanor.
- Monitored advertising campaign performance, providing clients with detailed reports and recommendations for optimisation.
- Responded to client enquiries and promptly to client concerns, resolving issues quickly to maintain trust and satisfaction.
- Led a team of sales professionals, providing training and support to enhance performance and achieve targets.
- Developed and implemented strategic advertising sales plans to increase company revenue and market share.
- Analyzed market trends and competitor activities to identify new business opportunities and areas for growth.

Sales Franchise Manager

From January 2010 to January 2012 **M SOU (women's wear)** Egypt
Implemented customer feedback mechanisms within the franchise network to enhance service quality and satisfaction.
Conducted comprehensive market research to identify growth opportunities and emerging trends in franchising.
Negotiated franchise agreements, ensuring compliance with legal standards and company policies.
Organised and led training programmes for new franchisees, focusing on sales techniques and business management.

Customer Care Representative (Complaint Team)

From January 2009 to January 2010 **Vodafone Egypt** Egypt
Handling escalated customer service team
Resolving customer complaints in time and treats them as business opportunities to ensure Continuous improvement and development opportunities.

Customer Care Representative

From February 2007 to January 2009 **Vodafone Egypt** Egypt
Handling all incoming calls to the call center (888)
Providing best possible service to both external and internal customer to achieve highest level of customer satisfaction

Call Center Agent

From January 2016 to January 2017 **Raya Company** Egypt
Handling all incoming calls to the call center (Miraco Carrier Project)
Providing proper information to customers with complete and comprehensive understanding of products, services
Arranging dates for the customer's maintenance team visit