

# AHMED SALAH BAKR

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## Professional Summary

Results-driven Sales & Business Development Professional with strong expertise in B2B sales, customer relationship management, and driving revenue growth. Proven track record in achieving sales targets, managing enterprise accounts, and enhancing customer experience. Skilled in CRM, ERP, and advanced Excel with a strong ability to work under pressure and deliver measurable business outcomes.

## Work Experience

### **Business Development Specialist – Smart Link Technology for Solutions – Riyadh (Jan 2025 – Present)**

- Understand clients' technical and business needs and match them with the company's IT services and software solutions.
- Manage the entire sales cycle from prospecting and lead generation to negotiation and deal closure.

### **Business Development Executive – Aqarmap (Oct 2022 – Present)**

- Identifying and developing new business opportunities to expand market presence.
- Building and maintaining long-term client relationships to drive revenue growth.

### **Enterprise Area Manager – Vodafone Egypt (Jan 2020 – Sep 2022)**

- Managed enterprise accounts and provided tailored solutions to meet client business needs.
- Led a sales team to exceed revenue targets and improve customer retention rates.

### **Senior B2B Sales Executive – Vodafone Egypt (Jun 2018 – Dec 2019)**

- Conducted B2B sales presentations and closed deals with corporate clients.
- Supported enterprise clients with customized solutions to enhance efficiency.

### **Senior Sales Executive – Samsung Egypt (Feb 2017 – Jun 2018)**

- Promoted and sold Samsung products, achieving consistent sales growth.
- Delivered exceptional customer service to enhance the buying experience.

### **Senior B2B Sales Executive – 3D Pan Security System (Mar 2016 – Feb 2017)**

- Drove sales of security solutions to corporate clients.
- Negotiated contracts and provided tailored security solutions.

## Key Skills

- CRM Systems (Salesforce, Zoho, etc.)
- POS & ERP Systems
- Advanced Microsoft Excel
- Microsoft Office Suite
- B2B Sales Growth & Business Development
- Customer Experience Management
- Strategic Account Management

## Education

Bachelor's degree in accounting and business administration (Graduated)

## Languages

Arabic: Native  
English: Good