

Hatem Samir

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Professional Summary

Results-driven Sales and Business Development professional with over 20 years of experience across sales, account management, and team leadership in diverse industries. Skilled in driving revenue growth, building long-term client relationships, and leading teams to exceed targets. Strong background in sales strategy, negotiation, and operations management.

Work Experience

Partner | Project in Morocco | 2020 – Present

- Leading business operations and client relations in a trading and services project.
- Managing partnerships, negotiations, and business expansion strategies.

Sales Executive | Digital for Import & Export | 2018 – 2020

- Managed existing accounts and developed new clients through prospecting and relationship building.
- Increased sales by analyzing customer needs and tailoring product presentations.

Sales Manager | Renovi Furniture | 2014 – 2018

- Supervised sales team and coordinated with management to achieve sales targets.
- Developed sales strategies and improved customer acquisition process.

Accounting Branch Manager | AK Egypt | 2000 – 2013

- Oversaw branch accounting operations including financial reporting and compliance.
- Managed a team and ensured accurate transaction handling.

Teller | Egyptian Exchange | Apr 2000 – Aug 2000

- Handled customer transactions and provided high-quality customer service.

Education

Bachelor of Commerce | South Valley University – Sohag, Egypt | 1999

Skills

- Sales Strategy & Business Development
- Customer Relationship Management (CRM)
- Negotiation & Closing Skills
- Financial & Accounting Management
- Team Leadership & Training
- MS Office (Word, Excel, PowerPoint, Outlook)
- Internet & Email Communication

Languages

- Arabic: Native
- English: Very Good