

# OSSAMA MOHAMED RAGAB MOHAMED YOUNESS

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## Professional Summary

As an accomplished account manager with over 5 years of experience, I specialize in planning, executing, and closing deals that drive significant client value while accomplishing the company's financial goals with a proven track record of yearly achieve. My expertise in negotiation and strategic planning enables me to optimize operations and maximize growth opportunities.

## Professional Experience

### Energizer Holdings Co.

Account Manager

Commercial Department specializing in key accounts and e-commerce

Egypt

05/2019 to Current

### Responsibilities:

- Identified new sales opportunities and customer development.
- Achieved and exceeded assigned quarterly and annual financial goals & revenue targets for the assigned region for 4 years in a row with a strong understanding of market conditions and sales opportunities.
- Used data to identify market trends, opportunities and risks and translate those insights into actions to drive long-term growth.
- Managed sales, marketing, and technical activities in the relevant markets.
- Collaborated with cross-functional teams, and communicated with internal and external stakeholders, while meeting tight deadlines.
- Negotiating contract conditions including commercial, financial, and legal terms to drive growth and profitability.
- Prepared and implemented a sales plan for the allocated accounts.
- Grow corporate market share and position by analyzing customer data and market trends to identify growth opportunities and drive product launches by putting the right product in the right place.

## Education

### Alexandria University

Bachelor of Commerce

Faculty of Commerce (English Section) – International Education.

Egypt

09/2016

## Skills

- Sales and marketing strategies
- Account and supply chain management
- Market trends and data analysis
- Sales and Budgeting forecasting
- Communication, Negotiation and Problem solving
- Flexible and Adaptable
- Analytical, Critical and Creative thinking
- Planning, coordination and Organization
- Teamwork, Collaboration, and Time management
- Microsoft Office

## Languages

**Arabic:** Native language

**English:** Proficient