

# Khaled Essam



## Personal details



Khaled Essam



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New Cairo, Madinaty Cairo



Male



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## Skills

Human Resources Management

Outsourcing & Recruitment

Web and mobile development

AI

SAAS

Communicating

Committed

Leadership

passionate

strategies

## Languages

English

## Profile

### SUMMARY

I'm an energetic professional specializing in Partnerships, Sales, HCM, Outsourcing and Loyalty, with an immense passion for driving results through high-performing teams and a determined professional with 15 years of experience in B2B - B2C sales and highly skilled at creating new relationships and maintaining strong customer relations to generate repeat business and knowledge of effective sales strategies and exceptional presentation skills.

### PASSIONS

- Strategic Market Expansion Passionate about identifying and capitalizing on new market opportunities to drive business growth and success.
- Leadership Development Committed to developing and mentoring the next generation of sales leaders through innovative training programs.

## Education

**Bachelor's degree in commerce; "**  
Ain Shams University; Cairo, Cairo

**Sep 2007 - Jun 2010**

## Employment

**Regional Sales Manager**

**Jul 2024 - Present**

A1Softtech, Cairo

- Responsible for all sales activities in KSA, Egypt, UAE, Oman, Kuwait, Libya, and Bahrain.
- Responsible for all sales activities of HCM, Outsourcing, web and mobile app.
- Developing and implementing sales, marketing, financial, and structural strategies in stores across a group of territories.
- Overseeing sales operations and strategies within a specific geographic region.
- Evaluating the work done by managers, training sales teams, and analyzing sales trends.
- Creating regional sales plans and quotas in alignment with business objectives.
- Suggest new services/products and innovative sales techniques to increase customer satisfaction.
- Meet with customers to discuss their evolving needs and to assess the quality of the company's relationship with them.
- Conduct regular performance evaluations and provide coaching and training to team members.
- Stay updated on industry developments and best practices to enhance sales strategies.

**Sales Manager**

**May 2023 - Present**

Finway Tech, New Cairo

- Responsible for all sales activities of the self-service kiosk department (S/W & H/W).
- Responsible for all sales activities of Robots and AI analytics.
- Set sales goals, compare performance to goals, and adjust goals as needed.
- Assess individual performance through observation and measurement, and suggest corrective actions as needed.

- Designing and implementing a strategic sales plan that expands the company's customer base and ensures its strong presence.
- Proven ability to drive the sales process from plan to close.
- Prepare financial and technical offers for clients.
- Prepare presentations for clients.
- Providing excellent after-sales service to retain customers.

### **Sales Manager**

**Mar 2021 - Apr 2023**

[LOYNOVA; Zamalek](#)

- Responsible for all sales activates of loyalty program.
- Building and maintaining excellent client relationships.
- Develop sales goals for the team and ensuring they are met.
- Research organizations and individuals online (especially on social media) to identify new leads and potential new markets.
- Research the needs of other companies and learning who makes decisions about agreements.
- Contact potential clients via email or phone to establish rapport and set up meetings.
- Negotiating with clients to secure the most attractive prices.
- Reviewing clients' feedback and implementing necessary changes.
- Work with brands, internal stakeholders to lead, drive and execute reward creation.
- making the agreements with partnerships and stalk holders.

### **Sales Team Leader**

**Jul 2018 - Feb 2021**

[Akhbar Elyoum News Paper, Cairo](#)

- conducting all the El-Akhbar exhibitions aboard (Iraq, Bahrain, Dubai, Kuwait, Nigeria and Morocco).
- Supervising the implementation of exhibition planning with all departments (flight visa, hotel reservation...etc).
- follow up all the shipping and warehouse process in El Akhbar organization from Egypt to the country exhibition.
- communicating with the ambassadors to obtain permission to set up an exhibition in their country.
- Organizing media campaigns in which exhibitions are held in partner countries.
- coordinating with public relations team to follow up with them the communication with stakeholders.
- Monitoring operational costs to maintain or increase profit margins.
- Developing statistics and indicators to follow up on the evaluation of the implementation of exhibitions and the extent to which they achieve the required objectives.
- Responsible for all sales activities that occur in exhibitions.

### **Direct Sales Lead**

**Oct 2014 - Jun 2018**

[QI Group, Cairo Egypt](#)

We offer individuals the opportunity to leverage their spare time to develop personally & financially through a highly professional educational & training system, that leads to a full transformation from an ordinary life-style to acquiring exceptional entrepreneurship experience, business skills, and as a consequence create an additional stream of residual income & maintain a financially-secured future, within a planned time frame by learning the most crucial basics & advanced concepts of building a global private business organization. We work for better tomorrows.

Achievements:

- Built & coached 10 Team Leaders to deliver direct sales targets
- Delivered 100+ hours of Business Skills and Motivational trainings
- Participated in organizing large-scale training events and conferences

- Attended several local and global leadership boot camps
- Participated in expanding the market share of the company's services in Egypt & the Middle East

**Oct 2010 - Sep 2014**

**Nobel Talk Wasla Group, Abbasyia Cairo**

- Contacting potential or existing customers to inform them about a product or service.
- Communicating with customers to understand their requirements and need.
- Offering solutions based on client's needs and capabilities.
- Updating client records.
- Closing sales deals.