



AHMED ALMAJZOUN

MARKETING , SALES ,PRO

16 Years Within Working in Sales ,Marketing
and PRO



40Years old



PALASTANIAN



056-4927278



hamoodahmed684@gmail.com

PERSONAL SKILLS

Hard working, Reliable, Loyal and proactive.

Ability to work effectively under pressure.

Fast Learner.

Presentation Skills.

Good communication skills.

Internet Skills.

Speed Data Entry (English– Arabic).

Software and hardware skills.

Operating systems” Windows 7–

Windows 8 –

Windows 8.1– Windows 10 – Windows

Server.

Problem solving

LANGUAGES

ARABIC

ENGLISH

HOBBIES

- Internet
- Reading
- Trip
- Sport

WORK EXPERIENCES

Gefco Trading L.L.C

UAE– ABU DHABI JAN 2019 - until now

Marketing,Sales,PRO IN WHOLE AREA OF UAE ,

•Main Duties:

•marketing is about understanding people — and building awareness about how our products/services can satisfy their needs. We're looking for an experienced and versatile marketing manager who is hungry to do this and more. Our ideal candidate has experience developing and executing marketing campaigns while managing and inspiring a team. He/she will be comfortable with day-to-day marketing activities, as well as long-term strategy, thriving with tight deadlines and changing needs. If you are a people-person who loves the rewarding challenge of building a brand, we want to hear from you.

•Objectives of this Role

- Establish positioning, identify target audiences, and develop marketing plans with specific objectives across different channels and segments
- Lead the execution of marketing programs from start to finish, leveraging internal support and driving collaboration
- Analyze customer insights, consumer trends, market analysis, and marketing best practices to build successful strategies
- Create, maintain, and conduct analytics reporting across multiple platforms and extract key insights for future campaign development and go-to-market strategies, complete with formal proposals and recommendations on tactics
- Partner with email, performance marketing and web teams to design, test and evolve lead nurturing tactics.

Daily and Monthly Responsibilities

- Working in partnership with the creative team, develop creative briefs and guide creative direction to meet objectives for all advertising and public-facing communications, including print, digital, and video assets
- Conceptualize and execute on multi-channel campaigns across the prospect and customer lifecycle, ensuring the alignment of communications and messaging across all channels
- Manage content and updates for customer and internal touch points, establishing budget guidelines, participating in events, documenting business processes, and providing additional sales support
- Gather customer and market insights to inform outreach strategies, increase customer conversions, and generate more qualified leads
- Identify effectiveness and impact of current marketing initiatives with tracking and analysis, and optimize accordingly
- Present ideas and final deliverables to internal and external teams, and communicate with senior leaders about marketing programs, strategies, and budgets

Sep 2015 - Dec 2018

**Aljawhara Almasa Motor company Mussafah
Marketing Manager -PRO**

- Working in partnership with the creative team, develop creative briefs and guide creative direction to meet objectives for all advertising and public-facing communications, including print, digital, and video assets
- Conceptualize and execute on multi-channel campaigns across the prospect and customer lifecycle, ensuring the alignment of communications and messaging across all channels

Sep 2010 - Sep 2015 /

**Al majzoub trading tyres Abu Dhabi Mussafah
Marketing Manager /PRO**

The Regional Tire Sales & Marketing Manager will be responsible for building a team of professionals to introduce the new tire brand into the region. He will be responsible for directing efforts with the Commercial Sales Representatives, promoting and selling company products, and maintaining customer relations with commercial customers in a professional and business-like manner. He/she will carry out supervisory responsibilities in accordance with the organization's policies and applicable laws

Sep 2005 - Sep 2010

**Al Farah Company Retail Abu Dhabi
Sales Manager /PRO**

- Communicates with various media buyers, advertising agencies, printers, and other services to help marketing projects come to fruition
- Provides in-depth information to interested clients, and acts as a representative for the marketing department in important buyer meetings
- Works within the department budget to develop cost-effective marketing plans for each product or service
- Tracks all marketing and sales data and creates detailed written reports and verbal presentations to bring to senior executives
- Adjusts marketing campaigns and strategies as needed in response to collected data and other feedback

OTHER SKILLS

Microsoft Office

DRIVING LICENSE

GROUPS - A

Marketing Manager

Responsibilities

•The only way people become aware of a product, service, or idea is if it's marketed well. A marketing manager builds that awareness by developing and executing on marketing strategies to meet consumer need — and maximize profits. Working in industries as varied as advertising, hospitality, healthcare, finance, technology, retail, and education, marketing managers are integral to a company's success. They manage internal teams, craft (or oversee) promotional messaging and products, and work to publish or distribute them to the public via media, advertising, and social media. Depending on the size of the company, they may be one of many marketing managers, specializing in a group of products or services, or a specific area of execution.

EDUCATION

AMMAN JORDANIAN UNIVERSITY

BUSINESS DEVELOPMENT OF MARKETING (1998-2002)