

AHMAD HANOUN

Engineer / Sales Professional



, Kuwait



+965 99090600



a-hanoun@hotmail.com



15th May 1978



Married



Jordanian



PROFILE

Over 20 years of experience in communication spectrum, my career diversifies in direct sales, channel sales marketing, business development, business planning and execution in highly competitive segments of the communication industry.

I enjoy a proven and consistent track record in achieving goals, strategic sales planning and accurate forecasting.

EDUCATION

B.Sc. in Electrical Engineering, Electronics and Communication

Applied Science University, Jordan-2002

Aliance CO

Corporate Selling and Sales Techniques

Human Soft Institute

Cisco Certified Network Associate CCNA

Nexan Cabling Certification Project Management Professional

3M Cabling certification
Fluke certified technical engineer

3M courses regarding harassment, security e mails, sales, and leadership attributes

Cracking the sales management code, Dubai 2012

SKILLS

Business Development Management: Highly skilled in establishing business channels.

Relationship Management: Providing feasible solutions to clients and maintain constant rapport with them to ensure smooth operations of the business. Generating business from dormant opportunities and achieving further profitability through covering such.

Strategic Business Planning: Making corporate strategies for achievement of top line & bottom-line targets based on market intelligence. Conducting analysis for assessment of business performance.

Team Management: Providing direction, motivation & training to the field sales team for ensuring optimum performance for all operational /sales related issues.

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LANGUAGE

Arabic

Mother language

English

near native / fluent

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EXPERIENCE

August 2018- Present

Director of Sales

Next Technology Kuwait

- Sales Target responsibility
- Conceptualizing & implementing strategies for acquiring business from clients and existing accounts.
- Visiting Key Accounts and generating leads
- Responsible for the Sales target of the team
- Getting consultant's brand approval
- Follow up the government projects with regular visits.
- GTM planning

April 2017- August 2018

Regional Sales Manager- Kuwait, Bahrain, Iraq, Jordan, Lebanon.

Juniper Network, Inc.

- Overachieved 2017 target 156%
- Conceptualizing & implementing strategies for acquiring business from clients and existing accounts.
- Analysing latest marketing trends & tracking competitors' activities; providing valuable input for fine tuning sales & marketing strategies; creating new business prospects and converting them into profitable business accounts.
- Responsible for the Sales target of my territory
- Getting consultant's brand approval
- Follow up the government projects with regular visits.
- Assigning business partners (Channels)
- Supporting the partners in closing the projects
- GTM planning

AHMAD HANOUN

Co-Founder



Jabriya, Kuwait



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ahanoun@nexttc.co



15th May 1978



Speak, read and write fluently both English and Arabic



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EXPERIENCE CONTINUED

May 2014 – April 2017

Director- Channel & Commercial (Open Space)

Huawei Technologies- Kuwait

- Awarded as the outstanding sales manager for 2016
- Awarded as the best team (Channels and Construction)
- Assign new partners and Win back reseller.
- Won a strategic projects and accounts Breakthrough as (PAMP, MOSAL, MOE)
- Responsible for the Sales target of Kuwait
- Getting consultant's brand approval
- Assigning a business partners (Channels)
- Make sure that the distributors are holding the healthy stock.
- Supporting the partners in closing the projects
- Strategic planning for the market and arranging events (Seminars and Roadshows).
- Win back new strategic partners.

May 2012 – April 2014

Sales Manager

Leviton Manufacturing – Kuwait

- H2 2013 Target 400 K\$ Ach 520 K\$ 130 %
- Won Airport project and Bayan Palace Admin building
- Assign the below partners and distributors':
- Smart Entity, Shabakat, MBS, ATCO sultan center and INC
- Responsible for the Sales target of Kuwait territory.
- Getting consultant's brand approval
- Follow up the government projects with regular visits for the same.
- Assigning a distributors'
- Assigning a business partners (Channels)
- Make sure that the distributors' are holding the full range of Leviton products.
- Supporting the partners in closing the projects Strategic planning for the market and arranging for marketing events (Seminars and Roadshows).

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EXPERIENCE CONTINUED

December 2009 - April 2012

Channel Sales Manager

3M – Kuwait

- 2010 Target 600 K\$ Ach 100%
- 2011 Target 1.1 M\$ Ach 1.7M\$ 155%
- 2012 Target 2.03 M\$ Ach 1.82 M\$ 89 %
- Responsible for the Sales target of Kuwait territory.
- Getting consultant's brand approval
- Follow up the government projects with regular visits for the same.
- Assigning a distributors'
- Assigning a business partners (Channels)
- Make sure that the distributors' are holding the full range of 3M products.
- Supporting the partners in closing the projects
- Strategic planning for the market and arranging for marketing events (Seminars and Roadshows).

January 2008 – November 2009

Business Development Manager

Al Almasa IT Distribution

- Responsible for the large corporate accounts and the relationship between Almasa and our major customers (IT companies), and our Venders to insure the customer and vender satisfaction.

July 2004 – December 2007

Project Manager/ Consultant

Middle East Digital Communication (MEDCOMM Consultant)

Smart Building Solutions (IP Telephone, Security, CCTV, AV, Networking & Access control with the Building Management System BMS in the same main network).