

Ahmed Tarik Sayed Ahmed

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Cover Letter

I am a highly self-motivated professional with a track record of consistently surpassing targets and driving exceptional results. My strong analytical skills enable me to identify key business opportunities and craft strategic plans that propel revenue growth. Furthermore, my adept problem-solving abilities have empowered me to navigate challenges effectively and deliver innovative, client-focused solutions.

Professional Experience

Majid Al Futtaim

E-commerce Merchandising & Sourcing Manager

February 2024 – Present

- **Optimized Sales Performance:** Enhanced platform sales performance through strategic initiatives and data-driven insights.
- **Negotiation:** Managed promotion price negotiations with suppliers, ensuring competitive event pricing.
- **Competitive Analysis:** Analyzed competitor performance, focusing on product availability and promotional strategies.
- **SKU Management:** Oversaw creation and pricing of new SKUs, ensuring alignment with market demands.
- **Brand Onboarding:** Spearheaded onboarding of new brands, expanding the product portfolio.
- **Marketing Support:** Collaborated with marketing teams to achieve digital monetization targets.
- **P&L Management:** Managed E-commerce Profit & Loss (P&L) to drive financial performance.

Majid Al Futtaim

Carrefour B2B Manager

June 2023 – January 2024

- **App Enhancement:** Improved usability of the B2B app for wholesalers, increasing efficiency and user satisfaction.
- **Acquisition Strategy:** Developed and executed acquisition plans to grow the wholesaler user database.
- **Product Expansion:** Expanded product selection on the app in response to market needs.
- **Order Fulfillment:** Ensured timely confirmation and delivery of all orders, optimizing the supply chain.
- **Price Monitoring:** Monitored daily price changes for strategic items to remain competitive.
- **Sales Strategy:** Developed and executed strategic sales plans to meet company targets.
- **Team Leadership:** Led and motivated the sales team to achieve individual and collective goals.
- **Cross-functional collaboration:** Worked with marketing, product development, and customer support to align business objectives.
- **Market Analysis:** Utilized strong analytical skills to identify and act on market trends.

Cartona

Senior Account Manager

April 2022 – May 2023

- **Sales Enhancement:** Boosted online sales for wholesalers through targeted education and support.
- **Performance Monitoring:** Analyzed daily sales data to identify improvement opportunities.
- **Operational Support:** Assisted wholesalers in managing both online and offline business operations.
- **Market Insights:** Provided actionable market insights and competitive pricing strategies.
- **Account Growth:** Achieved a 30% growth in accounts within 2 months.

Noon Egypt E-commerce

Electronics & Home Retail Buyer

November 2020 – March 2022

- **Supplier Relations:** Established and maintained strong relationships with suppliers to ensure product availability and competitive pricing.
- **Product Selection:** Managed a comprehensive range of electronics and home products, including accessories, appliances, and furniture.
- **PO Management:** Created and managed purchase orders, ensuring timely approval and supplier payments.
- **Stock Management:** Ensured optimal stock levels for fast-selling items and coordinated with warehouse teams.
- **Pricing Strategy:** Set and monitored pricing for new SKUs, ensuring product competitiveness.
- **Marketing Coordination:** Collaborated with marketing to plan and execute promotional events.
- **Team Development:** Built a high-performing retail team for effective electronics management.

United EDDY Co. Ltd

Buyer & Product Manager – Furniture Division

October 2017 – February 2019

- **Logistics Coordination:** Managed supplier coordination, shipment tracking, and inventory integration.
- **Sales Analysis:** Analyzed sales and stock movements to optimize distribution and pricing.
- **E-commerce Support:** Prepared detailed Excel workbooks for the E-commerce team, including product data and stock availability.
- **Promotional Planning:** Collaborated with the marketing team to prepare sales offers and promotional materials.

DISTRETTO DESIGN

Business Retail Development Manager

November 2016 – October 2017

- **Supplier Management:** Ordered and managed products from a range of high-profile brands.
- **Staff Development:** Recruited, trained, and appraised retail staff to ensure high performance.
- **Sales Management:** Prepared sales offers and managed stock control to maximize profitability.

ARMANI CASA

Showroom Manager

February 2016 – November 2016

- **Sales Support:** Assisted the sales team in achieving targets and closing deals.
- **Showroom Management:** Managed showroom displays and cash handling, and reported on performance and maintenance needs.

LOFT

Sales Supervisor

February 2015 – February 2016

- **Sales Management:** Supervised sales for four premium brands, exceeding targets and setting records.
- **Customer Satisfaction:** Conducted customer satisfaction checks and supported the sales team.

IDDesign

Senior Sales – Living Room Section

February 2014 – February 2015

- **Sales Achievement:** Surpassed monthly targets and supported the setup of a new shop section.
- **Showroom Management:** Managed sales, inventory, and client relationships, contributing to significant sales growth.

Visionnaire IPE Cavalli

Showroom Assistant Manager

June 2011 – January 2014

- **Client Support:** Assisted clients with product selection and order management.
- **Visual Merchandising:** Coordinated with the visual merchandise team to ensure effective product displays.

Shatex Home

Salesman

2011

- **Customer Service:** Addressed customer complaints, provided product recommendations, and supported team sales efforts.

Education

Bachelor's Degree in Arts, and Education/English Department Faculty of Education.

Helwan University

2009

Skills

- E-commerce Management
- Strategic Negotiation
- Market Analysis
- Team Leadership
- Supplier Relations
- Sales Strategy
- Data Analysis
- Ability to learn quickly.
- Project Management
- Proven ability to implement problem-solving techniques.
- I am always willing to develop myself.
- Excellent skills in Customer service.

Languages

Excellent command of both written & spoken English language

References

Available upon request.

Personal Information:

Date of birth: 4th of June 1987

Marital status: Married.

Military status: Exempted.