

MAHMOUD MAGDY HASSAN

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in Mahmoud Magdy

Experience

- **SACO Hardware Company | Madina, KSA** 1 / 2019 - Present
Head department and senior expert
 - Exceeded monthly revenue targets by managing high-value B2B accounts and expanding corporate client base.
 - Strengthened client retention through strategic account management and personalized service solutions.
 - Developed new sales strategies that increased market share by penetrating untapped market segments.
 - Trained and mentored sales teams on product knowledge, cross-selling, and upselling techniques.
 - Coordinated with vendors and managed supply chain operations to ensure optimal stock levels.
 - Implemented customer feedback systems to drive product and service improvements.
- **B.TECH (Carrefour Egypt) 6 October city** 1 / 2015 - 11 / 2018
Senior sales specialist
 - Achieved and surpassed regional sales targets through strategic product presentations and promotions.
 - Developed new business partnerships, expanding market presence and increasing revenue streams.
 - Managed key accounts, fostering long-term loyalty and repeat business.
 - Conducted market research and competitor analysis to identify new sales opportunities.
 - Streamlined sales processes, improving team efficiency and sales cycle duration.
- **HAYPER ONE 6 October city** 11 / 2011 - 10 / 2014
Senior sales specialist
 - Increased customer satisfaction by implementing personalized sales approaches.
 - Identified and converted high-potential leads through proactive prospecting and networking.
 - Enhanced team performance through continuous coaching and motivational leadership.
- **SPYNIS** 7 / 2008 - 8 / 2011

Inside Sales specialist

- Resolved customer inquiries promptly, improving customer satisfaction and retention rates.
- Introduced efficient sales practices, increasing team productivity and sales output.
- Mastered product knowledge to provide tailored recommendations and solutions.

Education

- **Cairo university** 2014
Bachelor degree in finance from faculty of commerce

Skills

- Expertise in retail hardware and electronics markets in KSA and Egypt.
- Key Account Management & B2B Sales
- Sales Team Training & Performance Optimization
- Inventory & Supply Chain Coordination
- Sales Forecasting & Target Achievement
- Consistently exceeded sales targets through strategic account management.
- Built and maintained long-term relationships with key clients and vendors.

Personal Details

- Date of Birth : 02/09/1988
- Marital Status : Married
- Nationality : Egyptian
- Driving Licence : Valid Driving License