



Contact:

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Zaghloloooooooool.

KHOBAR CITY – Eastern Region

Personal Info:

Date of birth: 1/5/1984.

Nationality: Egyptian.

Marital Status: married.

Military service: Exempted

Driving license: Saudi
driving license.

My Iqama job: marketing
specialist.

Language:

English:

Arabic:

Computer skills:

MS Office:

CRM Systems:

AHMED MAHMOUD AWAD ZAGHLOUL

Sales Manager, Product Manager, Pre-sales Specialist

PROFESSIONAL SUMMARY

I am a sales & projects manager with 17 years of experience in building new customers, managing projects from start to end, and managing the relationship between my company and technology vendors, I am seeking a middle management role in the channel industry, where I can into practice my skills and knowledge in managing, including business development, enablement, marketing, and transformation. I bring passion, focus, and continued learning. I approach problems with a critical and creative mindset.

WORK Experience

- (May-2023 to till now) **Channels by STC**
 - As Senior Sales Supervisor Eastern Region - Enterprise Sales
- (Feb-2013 to Feb-2023) **EL-AJOU Holding**
 - As Sales Supervisor – Al AHSA Branch
- (Jan-2008 to Jan-2013) **ADawliah Electronic Appliances Com**
 - As Senior Sales & Projects Account Manager - Eastern Region

Executed Projects

- ICT , IOT, Devices and Growth products Sales management in STC channels .
- CCTV system project for the KFU milk factory.
- Providing OMR machines and software for all KFU colleges.
- Audio and video solution with LED screens for KFU board room.
- Supplying office furniture for the colleges of KFU.
- The queuing system for KFU college Supplying office furniture for Al AHSA health.
- MPS projects for all buildings at Al Moosa hospital (printing solution).
- The queuing system for Al Ahsa hospital.
- Audio and video system with LED screens for Al Moosa hospital auditorium.
- Digital signage screens for all buildings Al Moosa hospital clients.

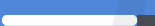
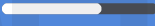
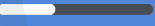
EDUCATION

2007 **Bachelor of Islamic and Arabic Studies**
AL Azhar University

TRAINING

- 2021 **Project Management Exam Preparation course**
Proactive for training and consulting
- 2021 **Fundamentals of digital marketing**
Google skills
- 2021 **Microsoft – Certificate of course completion**
- 2020 **Customer relationship management**
HP life Centre
- 2020 **Marketing through social networks**
HP life Centre
- 2020 **ICDL**
MAAREF platform
- 2014 **NAVORI SA software technology**
NAVORI international SA
- 2014 **Extron New products**
Extron SA
- 2013 **Selling skills**
El AJOU group training

Skills:

- Self-Learning 
- Flexibility 
- Time Management 
- Problem Solving 
- Leadership 
- Planning 
- Teamwork 
- Negotiating 

Full Knowledge of

- ICT -- Information & Communication Technology
- Devices and Growth products & Accessories
- IOT -- Internet of Things
- Digital imaging & printing solutions
- IBS -- Integrated Business Solutions
- Storage Solutions
- Office Furniture & Space Management

Experience and Tasks in Details

- Experience in management and leadership
- Developing and supervising marketing plans -Marketing and promotion of new products, services, goods and commodities
- Preparing a comprehensive administrative and strategic plan for the management and development of revenues, sales, and profits.
- Full knowledge of printing solutions, office furniture equipment and integrated business solutions.
- The ability to prepare technical specifications for government sector tenders and Etimad platform.
- Follow-up and study the labor market on a permanent basis, and get acquainted with new products and competition, and be fully aware of them.
- Considering and taking into account suggestions made by the sales department team.
- Preparation of strategic plans for sales and business development - Pricing of services, goods and commodities provided by the company.
- Building and forming good relationships with customers and understanding their strategies.
- Maintaining good relations with important **clients**.