



Ahmed Gougou
U.A.E
Dubai, P.O. Box 156
Phone: (00971) 52-5906600
Ahmed.gougou@gmail.com

Position Applied For: Sales Manager

AREAS OF EXPERTISE

- Leadership
- Administrative Policies
- Technical Management
- Program Management
- Training and Development
- Contract Administration
- Information Security
- Planning/Controlling Resources
- Quality Assurance/ Improvement

PROFESSIONAL SUMMARY

Extensive product knowledge coupled with creative ideas for product applications and a solid history of sales success. Proven ability to develop sales potential in new market areas, strong analytical and planning skills, combined with the ability to coordinate the efforts of many to meet organizational goals. Productive and efficient work habits without supervision, Self motivator with high energy.

Increasing sales, revenue, profits, and throughput is best achieved by viewing a business not as a collection of independent process, but as a complete system, in which a change in one area will have ramifications in others. At any given time there is likely to be one and only one constraint in a system, be it biological, physical, or business which prevents it from growing. Identifying successive constraints and elevating them facilitates growth. Strengthening the weakest link in the chain will make the chain stronger and more robust, strengthening any other link will not make a bottom line difference.

Projects Achievements:

1. Awarded Contract for Army Force at U, A, E for Supplying white goods to Army Camp & office equipments
2. Awarded Tender with Meydan Group for supplying Axminster carpet & hand tufted made carpet
3. Awarded Tender with Meydan Group for supplying Royal Furniture
4. Awarded Tender with Emaar Group for Supplying Axminster carpet & White Goods

Projects Skills and work experience:

Monitoring Budgets for trading success

Managing Contracts

Experiences with staffing processes and general human resources procedures

Operation and facility manager operation

Knowledge for cost analysis techniques

Experience in managing and enforcing services level agreements and contracts for outsourced services

Team player with excellent communications skills both oral and written

Proven Ability to manager throw other

Strong decision making and problem solving skills and able to motivate and lead others in the team environments

Excellent ability to build reports and trust quickly with work and colleagues

Track record delivering result with 0 deadlines and able to priorities tasks and workload in order to importance

Qualifications:

BSC Major Geology from 1991 till 1998 United Arab Emirates University

WORK EXPERIENCE

Juma Al Majid Trading Division

10/2014 to 15/11/2018

Senior Project Manager Home Appliances Division (Armed Force Coop Sociality)

Accountable for managing the delivery of critical projects, and for providing managerial support for all the projects conducted by the company, Also responsible for providing monthly financial and technical updates of any known issues/risks to General Manager.

Project Manager Responsibilities:

Responsible for costing and estimating and planning projects

Responsible for ensuring best value is obtained for the project including supplier base, use of internal and external resources.

Maintaining and completing Project Key Performance Indicators.

Write detailed and summarized project progress reports.

Identifying, costing and processing any contract variations.

Tracking Activities against the detailed project plans

Project budgets monitoring actual expenditure figures

Organizing and facilitating Project Steering/ Operating Committees meetings.

Product & Sales Manager Office Furniture & Carpet Division

01/2009 to 10/2014

Product responsibility of product planning and execution throughout the product lifecycle , including gathering and prioritizing product and customer requirements, defining the product vision, and working closely with engineering sales , marketing and support to ensure revenue and customer satisfaction goals are met. Overall insuring that product support the company strategy and goals

Define the product strategy and roadmap

Deliver MRDs and PRDs with prioritized features and corresponding justification

Work with external third parties to assess partnership and licensing opportunities

Analyzing potential partner relationships for the product

Specifying market requirements for current and future products by conducting market research supported by on –going visit to customers and non-customers

Driving a solution set across development teams (primarily development/Engineering and market communications) through market requirements, product contract and positioning

Developing and implementing a company-wide go-to-market plan, working with departments to execute

Develop the core positioning and messaging for the product

Perform product demos to customers

Set pricing to meet revenue and profitability goals

Deliver a monthly revenue forecast

Develop sales tools and collateral

Propose an overall budget to ensure success

Brief and train the sales team at quarterly sales meetings

Brief press and analysts and go on press tours

Act as a leader within the sales team

Ability to influence cross- functional teams without formal authority

Eros Electrical Trading Division

Consultant Corporate Home Appliances Division 01/2005 to 01/2008

Team Leader Job Responsibility leading the front line for sales management, and includes all human resources related issues, such as conducting performance reviews, as will gathering information for the performance review or for conducting the review, depending upon organization. Responsibility for final hiring decisions, promotion and end of services depend on the organization and role, authority of budget and sinning authority such as reversal of fees and charges in a customer services center, and main responsibility implementing new production targets.

Team Leader Duties & Responsibilities

Preparing daily workloads for staff & co-coordinating the daily allocation of work.

Motivating the team to achieve high standards and KPI targets

Handling new client enquiries and acting as the face of the business.

Dealing with and resolving problems and issues which arise.

Working with the sales and marketing team to drive sales forward.

Mentoring and training up junior and new staff. Monitoring & reporting on standards & performance targets. Arranging & chairing weekly team meetings, focusing on targets & achievements.

Ensuring all administrative and IT records are entered and updated correctly.

Providing prompt and accurate information on individual performance

Mohamed Harab Al Otaiba Brunswick Division

01/2001 to 01/2005

Project Manager

Sales responsibility for managing the sales process from initial opportunity through to the securing of client purchase orders and working with operation and supply chain to achieve successful delivery of key projects.

Duties & Responsibilities

Experience in sales, telesales, and/or marketing

Proven record of success in direct sales, including a demonstrated ability to generate and qualify leads independently

Proficiency in Microsoft Office, online marketing, including social media outreach

Sales force proficiency and experience a plus

Be goal-oriented

Positive attitude Demonstrated ability to generate and qualify leads independently

Excellent attention to detail and written and verbal communication skills

I Herby Certify that all the information provided with references can be submitted upon request

Abu Dhabi National Hotels
Assistant Chief Accountant & Administration Assistant

01/1998 to 01/2001

Job Description & Responsibility:

Processing and analyzing primary accounting documents;
Day-to-day functional responsibility for accounting areas
Such as bank; cash expense report, way –bills, commodities
And materials Issue of acts, VAT invoices Reconciliation
With supplier /Customers

Preparations of accounts/information for reports generation (VAT, profit); Preparations of register of received VAT invoices; Provision of office life
Provide administrative services by implementing relevant systems, procedures, and policies with the continuous guidance of local management and HQ.

Oversee and ensure that the assigned office/regional administrative functions and activities are effectively and efficiently carried out.
Responsible for site level procurement of supplies, material, equipment, and inventory management

Personal details

Address: Dubai
Cellular No +971525906600
Date of birth: August 11th 1973
Nationality: Egyptian
Marital status: Married
Religion: Muslim
Passport No.: A16883014
Place of issue: Egypt
Date of Expiry: 25/11/2022
UAE Driver license expiry: 22/12/2022
Visa status: Employment Visa

Personal Skills

Team Player
Excellent Communication skills both oral and written
Excellent Command at Ms Windows XP Ms Office 2003 &2007 and internet
Self Starter
Proven ability to manage through other
Strong decision making and problem solving skills
Able to motivate and lead others in the team environments
Excellent communication skills both written and verbal
An ability to build rapport and trust quickly with work colleagues
Able to prioritize tasks and workloads in order of importance
Track record delivering results with deadlines

End.

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