

Name: Saoud Nar Talaat
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With a passion in sales and marketing and a high interest in relationship development, I strive to be one of Bahrain's next marketeers. My sales and marketing experience spans across different industries such as telecommunications, construction, real estate, and the maritime ind. Born and raised in a cross-cultural background, I thrive on working in a fast-paced professional environment.

Experience

Sales account Manager January 2018 - June 2018

Kalam Telecom B.S.C.

Tasks and Responsibilities:

- Identifies and generates leads through networking, cold-calling and marketing, converting into key accounts.
- Emphasises product features based on customers' needs and up-sell/cross-sell IT products/services.
- Manages the sales cycle from inception to execution.
- Manages high-profile corporate accounts.
- Full ownership of P&L to achieve revenue growth and gross profit stream.
- Built and retained long-term friendships/relationships with customers.
- Conducts bid analysis and deal execution, ensuring to buy, sell and renegotiate/renew contracts at best prices.
- Expanded client base by setting up meetings and telephoning marketing decision-makers and agencies.
- Achieved monthly/quarterly revenue targets
- Uses CRM and ERP systems to record data

Business and development manager assistant April 2014 - December 2017

Mega marine W.L.L

Tasks and Responsibilities:

- Follow up on a daily basis company's business status and areas of improvement to allow for business growth through research, daily status report and internal meetings.
- Built durable and credible professional relationships with key corporate partners.
- Followed up on company projects and coordinated with other teams to ensure that the projects are implemented as per schedule.
- Presented to Management status reports on ongoing projects.
- Reporting to the CEO.

Sales Executive April 2012 -March 2014

Mega Holding - Real Estate Holding Group

Tasks and Responsibilities:

- Carrying out presentations for development projects established by the company.
- Participating in the sales campaign.
- Managing a portfolio of accounts.
- Maintaining and expanding relationships with existing clients.
- bring clients for selling our company buildings and flat.

Assistant Marketing Manager October 2010 - june 2011

Afaq Egypt for Import and Export

Tasks and Responsibilities:

- Presenting company portfolio and meeting with potential partners
- Following up with partner with regards to project requirements
- Documenting project updates and updating Marketing manager

EDUCATION

Bachelor of Marketing & International Business (Modern Sciences and Arts) University - Cairo,EG

Pyramids Language School - Cairo, EG

Languages

Arabic: Native language

English: Fluent

SKILLS

- Strong coordination, organization, teaming and communication abilities.
- Works well individually or in a group setting.
- Ability to work under pressure and time constraints.
- Competent of learning and creating new concepts quickly in the field.
- Microsoft Office.
- Windows all platforms.
- MS Office.

Additional IT Certificates

basic networking , CCNA