

Resume

Personal Information

Full Name	Mourad mahmoud aly mahmoud bayoumy
Phone Number	00 973 36253099
Email Address	Morad.leader.10x@gmail.com
Major name	Sales and marketing
Gender	Male
Date Of Birth	Egypt/1988-3-17
Marital status	Married
Nationality	Egyptian
Address	Alexandria/Alexandria/82 street elsyof shamaa
Experience Year	14
About	Marketing and insurance sales expert (sales manager)



Social media



<https://www.facebook.com/profile.php?id=100067216121229>



Mourad Bayoumy



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+201007499425



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Qualifications

Name of certificate	Place of study	Graduation date	General Average
Diploma in Industrial Advanced Technical Studies (Machine Technology)	Alexandria Advanced Technical School (5-year system)	2007-6-1	very good
Bachelor of Quality Control (Materials Technology (Engineering)	Academy of Specialized Studies ((Alexandria	2009-6-1	accepted
Professional Diploma in Geographical Information Systems	Arab Academy for Science, Technology and Maritime Transport	2016-3-17	excellent
Diploma in Marketing and Insurance Marketing Expert	Insurance Institute of Egypt (University of Chartres, London	2018-10-15	accepted

Training courses

Course name	Training place
English language course	international British institute
CNC&CAD/CAM Design Tools Lath & Milling	Alexandria Advanced Technical School (5-year system)
ICDL. Computer science	international British institute
Preparation of the director of executive departments and administrative leaders	Arab Group for International Studies
Professional Diploma in Developing Basic Skills for Leaders and Managers	Arab Group for International Studies
Professional Diploma in Leadership Development	Arab Group for International Studies
The basics of licensing for Tanin brokers in Egypt	Financial Services Institute (Financial Supervisory Authority)
Diploma in Marketing and Insurance Marketing Expert	Insurance Institute of Egypt (London Charter) (Supervision (Financial Supervisory Authority)
Insurance strategies, growth and innovation	The Ministry of Public Business Sector Afro-Asian Insurance Marketing Conference
Intensive course on the international system of life insurance IPOS & ILIS	Misr life insurance - Alexandria

Experiences

Job	Place of work	Period	Details
Witter applicant	Four Seasons Alexandria	2005-9-30 - 2005-5-1	hosting customers and placing orders
Grill Chef's Assistant	Four Seasons Alexandria	2008-10- - 2007-10-15 30	processing, preparation, heating and management of purchases and the department
Sales Officer	PepsiCo group	2010-12- - 2009-6-10 14	organizing and achieving sales
sales officer	P&G Proctor Group	2009-11- - 2007-10-1 30	direct sales officer
Sales Team Leader	Egypt's Renaissance Publishing House	2013-12-10 - 2010-2-10	distribution of sales, collection of bad debts and solving customer problems
Marketing Specialist and Insurance Contracts Broker	Misr life insurance	2017-6-30 - 2014-7-1	direct sales and marketing specialist
Head of production unit	Misr life insurance	2020-6-30 - 2017-7-1	responsible for the efficiency of production and personnel and the achievement of the plan
Marketing expert and group head (sales manager)	Misr life insurance	2021-12-30 - 2020-7-1	head of sales and plan defining groups and external contracting officer
Sales Supervisor of the National Bank and the Egyptian Gulf Bank for Bank Insurance	Misr life insurance	2022-1-1 - 2021-6-1	follow up on bank sales and raise the productivity of bank branches, in addition to achieving the sales plan for groups

Languages

Name	Level
Arabic	experienced
Einglish	very good

Personal skills

- Develop plans to increase sales flow after studying and researching the target market and achieving a balance between the target and the achieved - very good
- Searching for computer programs that are suitable for planning and developing work, making production and sales reports, and using forecasting equations in sales management - very good
- Managing the sales and marketing team and employing their skills according to business needs - very good

- Design a training program for individuals to master time management, reporting, structured daily and monthly sales plans, customer communication skills, the art of negotiation, and problem so - very good
- Engines of the electronic system and sales, linking sales with marketing, providing the best insurance services to customers, linking insurance services as needed, and dealing with all risks. - very good
- Develop a methodology to study the various market research and demographics of sales and marketing for various insurance products for companies and make the necessary tools to overcome it - very good
- With the help of senior management, I developed an organized methodology by merging the sales department with the marketing department - very good

Interests & Hobbies

- Sporting bodybuilding
- Update personal skills
- Car Driving (International driving license)

On line business

- Make an organized plan that includes advertising, advertising and marketing for the insurance sales department

A certificate of thanks and appreciation for the effort made by the head of the Alexandria sector (first place)

- An estimate for achieving the plan for the fiscal year 15/2016

A certificate of thanks and appreciation for the effort made by the head of the Alexandria sector

- An estimate to achieve the required plan 2016/2017

On the occasion of the Fourth International Forum for Insurance Marketing, Certificate from the Chairman of the Board of Directors

- A certificate of thanks and appreciation for the sincere effort and outstanding performance to provide the best insurance services to the company's clients for the fiscal year 2017

A certificate of thanks and appreciation from Misr Life Insurance Company as the best selling manager (first place)

- A certificate of thanks and appreciation for the sincere effort and outstanding performance to provide the best insurance services to the company's clients for the fiscal year 19/2020

A certificate of thanks and appreciation from Misr Life Insurance Company as the best selling manager

- A certificate of thanks and appreciation for the sincere effort and outstanding performance to provide the best insurance services to the company's clients for the fiscal year 2021/20