

Mohamed Nasser Morgan

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Dynamic Sales Leader | B2B & Retail Expert | Team Builder

Sales Leadership Profile

Performance-driven **Sales Supervisor** with 8+ years of proven success in **FMCG, automotive, and food distribution**. Specializes in:

- ✓ **Revenue Growth** – Consistently exceeded targets by 20-35% through strategic planning.
- ✓ **Team Development** – Trained 50+ sales reps, improving productivity by 25%.
- ✓ **CRM & Data Analytics** – Leveraged Power BI/SAP to track KPIs and retain top clients.
- ✓ **Problem-Solving** – Resolved operational bottlenecks, reducing customer complaints by 40%.

Professional Experience

Homy for Food Distribution | **Sales Supervisor** (2023 – Present)

Revenue Growth: Spearheaded sales strategies that increased monthly revenue by 30% within 6 months.

Team Leadership: Conducted bi-weekly training for 12 reps, reducing onboarding time by 50%.

Client Retention: Revamped CRM workflows, boosting repeat orders from top clients by 25%.

Egypt Foods Group | **Sales Supervisor** (2020 – 2023)

Market Expansion: Identified 15+ new B2B clients, contributing to 35% annual sales growth.

-Process Improvement: Introduced weekly sales audits, shortening quote-to-close cycles by 20%.

Conflict Resolution: Mediated client disputes, preserving 200K+ in annual contracts.

Al Jazirah Vehicles Agencies | *Sales Executive* (2014 – 2019)

-Negotiation Excellence: Closed 90% of trade-in deals at or above target margins.

- Digital Sales: Optimized online listings, increasing showroom traffic by 50%.

Acted as interim supervisor and stock controller, ensuring seamless operations .

Pioneer human resources* | IT Manager* (Oct 2005 – Feb 2013)

-Spearheaded IT infrastructure upgrades (Cisco VPN, virtual machines, backups) for 100+ users .

-Reduced system downtime by 60% through proactive troubleshooting and staff training .

-Managed hardware/software inventory, saving \$15K annually via cost-effective procurement .

Previous IT roles at Manpower Inc. & Shedwan Oil Services

Skills & Tools

Sales Leadership | B2B/B2C Strategy | Team Training | CRM Systems (SAP)

Data Analytics | Power BI | KPI Tracking | Market Research

* -IT Expertise:* Windows OS, Network Troubleshooting, Hardware/Software Installation

Languages | Arabic (Native) | English (Professional)

Education & Certifications

- *Bachelor's in Computer Science* – High Institute for Technological Studies (2001)

- *CCNA Certification* (Cisco Certified Network Associate)

* Microsoft Power BI & SAP Sales Application* (good User)

Additional Highlights

* -Leadership:* Trained 50+ employees across sales and IT departments .

* -Problem-Solving:* Resolved critical IT outages within 2-hour SLA .

* -Military Status:* Postponed | *Marital Status:* Married