**Amr Abdel Rahman Radi**

Manama – Bahrain

Cell: +973 356 44001 – [amr.radi@hotmail.com](mailto:amr.radi@hotmail.com)

**SUMARY**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Seeking to join progressive organization that has the need for Business Development & Sales Manager skilled in leading teams to set records-high sales figures, expand exiting territories and develop new accounts.

**SKILLS**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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| * Strategic * Goal- Orientated * Positive and upbeat * Analytical problem solver | * Strong interpersonal skills * Review of contracts * Empowers ligh-preforming sales team * B2B Sales |

**WORK HISTORY**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

04/2016 to current **Business Development & Sales Department Director**

**Mira Packaging Factory - Manama** – Bahrain

03/2010 to 03/2016 **Business Development & Export Sales Department Director**

**Manama Packaging Industry - Manama** – Bahrain

* Business Development in MENA and customer acquisition
* Spearheaded expansion and development initiatives in Middle East, Gulf and North Africa
* Developed quarter and annual sales department budgets
* Developed comparison tables of products by research product pricing rating and performance
* Approved sales staff budgets expenditures
* Build relationships with the customers and the community to establish long-term business growth

**My main achievements in this job include.**

* Increase the Market share by 250% within the first 12 months
* Hired 7 sales representatives over 12 months period to cover the different territories in MENA
* Develop new products range strategies that results in 75% sales margin profit increase and enhance the net profit

05/2008 to 03/2010 **Export Department Manager – Industrial & Commodities**

**United Sugar Company – Savola Group** Jeddah – Saudi Arabia

* Plan and implement export strategies and activities consistent with over all aims and requirement
* Preparing work schedules, Sales targets and Pricing strategies for the assigned countries
* Analysis customers needs, market demands, explore and report current and potential opportunities.
* Extensive visits to customers and distributors to enhance & focus on expansion of sales volume.

**My main achievements in this job include:**

* In 2008 I started increase the sales volume by 175% and by 2010 I managed to improve the monthly sales up to 250 -300%
* Develop and managing a network of international distributors and manufactures in MENA

07/2000 to 04/2008 **International Regional Sales Manager (Packaging Systems)**

**Regional Management Unit (North & West Africa) Napco Packaging (Ex Savola)-**Jeddah

* Successfully Launched and marketed Packaging products in GCCE, Iran & Arab countries.
* Penetrate new market in Africa & South Europe for flexible packaging and gain a market share from the European and Arab competitors.
* Successfully established an active customers base in Tunis, Algeria and Morocco
* Extensive involvement managing client relationships at all levels.
* Prepare department activity to meet company plan and objectives.
* Prepare survey planning to evaluate the new potential market

04/1994 to 06/2000 **Assistant Director Sales & Marketing**

**Al Sayad Group of Companies -** Cairo – Egypt

* The company was active in manufacturing and sales home appliances.
* Reporting to Sales & marketing Director and being responsible of team contains 3 supervisors and 12 sales representatives.
* Monitoring regions achievement (Volume & Profit)

06/1989 to 03/1994 **Area Sales Manager**

**Parfico – Unilever Egypt –** Cairo – Egypt

* Build Relationships with customers to increase likelihood of repeat business.
* Maintained knowledge of current sales and promotions policies regarding payment and exchanges and security practices.

**EDUCATION**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* **1981** Obtained Preparatory and Primary Certificate

**ECOLE SAINT JOSEPH (French School) Cairo - Egypt**

* 1984 Obtained Secondary High School Certificate

# KHEDIVE ISMAIL HIGH SCHOOL Cairo - Egypt

* 1989 Obtained Bachelor of Science Degree

## ASSIUT UNIVERSITY – Faculty of Physical Education - Egypt

**LANGUAGES**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* Arabic : Native Language
* English: Fluent
* French : Good

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