

# Lotfy Mohamed kamel

## Sales and Marketing Manager

**Cairo, Egypt**

## Contact Information

**Email Address:** **lotfy\_kamel@hotmail.com**

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## Target Job

**Target Job Title: What fits my experiences Process**

**Career Level: Management**

**Career Objective: What fits my experiences Process
Gain experience and new skills
Achieve the highest benefit of the institution
Achieve a higher return than the hoped job
Appearing distinctive appearance
Highlight my skills and my ability to implement the required works**

**Notice Period: Immediately**

## Personal Information

**Gender: Male**

**Nationality: Egypt**

**Marital Status: Married**

**Driving License Issued From: Egypt & International driving license**

## Experiences

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## General Manager

##### at Kndeel Group

##### September 2015 & To Present

**Location: Cairo, Egypt**

* **Participate in the development of the main objectives of the institution and to participate in the formulation.**
* **Participation in the development of plans and offer tips and advice to the Foundation.**
* **Attend the board meetings and formulate and codify the recommendations and decisions issued, and to develop appropriate plans.**
* **Participate in the formulation and preparation of senior management procedures**
* **Initial accreditation of the organizational structure.**
* **Initial accreditation for upgrades and soothing job and salary at the end of each year.**
* **The final adoption of the annual budget.**
* **Initial accreditation executive contract duration of more than six months after being reviewed.**
* **To represent the company in front of others, as well as at events and concerts and interviews, the official authorization of the Board of Directors.**
* **Raise the monthly and semi-annual and annual reports Chairman of the Board and discuss these reports at meetings of the Board of Directors.**

## Sales and Marketing Manager

## At 6th October Company for Marketing & Fairs ( S.A.E )

##  Location: Cairo, Egypt

## Company Industry: Real Estate & Architectural consulting

## Job Role: Sales& Marketing

## February 2015 – Until now

* **Achieve widespread**
* **Drawing marketing plans and implement**
* **Design and implementation of sales plans**
* **Achieve the desired sales**
* **Leadership of the sales and implementation policy teams**
* **Open new markets**
* **Increase the rate of new customers**
* **Raise the level of sales to new frontiers**
* **Treatment ancients customer problems**
* **The development of plans to raise the turnout rate**
* **Reduce spending**

## Sales and Marketing Manager

## At Artefirma Location: UAE, Dubai

## Company Industry: Real Estate & Architectural consulting & Construction

## Job Role: Sales& Marketing

## August 2014 – February 2015

* **Achieve widespread**
* **Drawing marketing plans and implement**
* **Design and implementation of sales plans**
* **Achieve the desired sales**
* **Leadership of the sales and implementation policy teams**

## Assistant General Manager of Sales and Branch Manager, October 6

**at Tabarak Holding Location: Cairo, Egypt
Company Industry: Real Estate
Job Role: Sales&** **Marketing
October 2008 – August 2014**

* **up tasks assigned to work**
* **Leadership and team work**
* **Work on skills training and weightlifting team**
* **Work on the implementation of sales plan**
* **Access to the desired volume of sales**
* **Innovation and develop the skills of team work**
* **Reporting on the tasks entrusted to me and to the Working Group**

## Assistant Sales Manager of the branch of Riyadh

**at Tabarak Holding**

**Location: Riyadh, Saudi Arabia
Company Industry: Real Estate
Job Role: Sales
May 2007 - October 2008**

 **- Work on the implementation of sales plan
- Access to the highest proportion of sales desired
- The implementation of the administration's policy sales
- To do service after sales
- Working to facilitate the procedures to customers**

## Assistant Director of Sales and Marketing

**at Dubai Pannell**

**Location: Cairo, Dubai
Company Industry: Construction
Job Role: Sales
January 2007 - May 2007**

**- Carry out marketing company with branches in Cairo & UAE (Dubai Branch)
- And conduct and to agree on the shorts
- And lead a team of sales and marketing for the company
- And follow-up business between Cairo and Dubai**

## Assistant General Manager of Sales and Marketing & Director of Overseas Branches & Procurement Specialist to the group

**at Group of Companies Farms Elref elAlaorobie**

**Location: Cairo, Egypt
Company Industry: Construction
Job Role: Sales
March 2001 - January 2007**

**- Implementation of the plans of the total sales and work to gain increased sales.
- Branches of Foreign Affairs and official travel to these branches, including branches (Saudi Arabia & Kuwait & Qatar &
Bahrain & Oman & UAE &** **Sudan** **& Syria & Lebanon & Jordan).
- Participation in exhibitions of internal and external (such as real estate exhibition of the Egyptian community in England).
- Carry out the functions of procurement manager of the group has been working deals from countries such as (Turkey
& Arabia & Sweden & China & Japanese & Korean ).**

## Official sector

**at New tarmid International Company**

**Location: Cairo, Egypt
Company Industry: Petroleum Services and Support Services
Job Role: Management
January 2000 - March 2001**

**- To improve the company's services
- Expanding the customer base
- Provide services of the company directly
- Supervise the implementation of these services properly**

## Official sales and marketing

**at Menoufia company for Reconstruction and Development**

**Location: Cairo, Egypt
Company Industry: Construction
Job Role: Sales and marketing
January 1999 - January 2000 - To implement sales plans
- To follow-up customer
- Stand on the latest developments realistic implementation
- Official overseas branches, including branches (Libya & Tunisia & Morocco & Algeria)**

## Official sales and marketing

**at Company elfnea for Reconstruction and Development**

**Location: Cairo, Egypt
Company Industry: Construction
Job Role: Sales and marketing
February 1998 - January 1999**

**- Carry out the functions of sales, marketing and customer follow up**

## Official sales and marketing

**at Company EL Almiya for Reconstruction and Development Location: Cairo, Egypt
Company Industry: Construction
Job Role: Sales and marketing
January 1997 - February 1998**

 **- Carry out the functions of sales, marketing and customer follow-up**

## Official sales and marketing

**at (Arab Company for Food Products (Biskato Location: Cairo, Egypt
Company Industry: Manufacturing and Production
Job Role: Sales** **and marketing
February 1996 - January 1997**

**- Carry out the functions of sales, marketing and distribution assigned to**

## Education

## Master's degree , Preparation for the master's degree in Economics and Management

**at Institute of Islamic Studies
Location: Cairo, Egypt**

## Bachelor's degree / higher diploma , Bachelor of Agricultural Sciences (Division of Project Management and Agricultural Marketing

**at Higher Institute for Cooperation Agriculture, College of Agriculture, Ain Shams
Location: Cairo, Egypt**

## Specialties

* **• Leading teams
• Leading multi-functional work teams
• Open new markets
• the skills of persuasion
• Marketing
• Customer Service
• Cooperation between projects
• Project Management**

## Skills

### Skills to negotiate with customers

### Open new markets

### Work to earn the trust of customers

### Leadership team work and implementation of public schemes to senior management

### Achieve the highest return from sales plans

## Languages

### French Level: Beginner

### English Level: Intermediate

### Arabic Level: Expert

## References

**Tawfik Samy Tawfik**

**Job Title: General Manager of Sales and Marketing
Company Name: Tabarak Holding
Phone Number: +2.01005253536**

## Memberships

**Egyptian Syndicate Alzerain**

**Membership/Role: An active member
Member since: August 2002**

## Training and Certifications

**The basics of crisis management and customer service**

 **Training Institute:** Institute of qualitative studies

**Skills and arts sales and negotiation**

**Training Institute:** Institution alahram

**In the field of project management and global marketing**

**Training Institute:** Training grant from the University of Iowa, U.S.

## Hobbies and Interests

**• Follow-up international journals and newsletters**

**• follow the new in the public and private sectors and pursue new professional in my field**

**• Reading books**

**• Work to develop my skills and conceptual**

**• Knowledge of modern methods in dealing with customers**