

● Ahmed Anas Ahmed Eltaher

● Marketing and Contracts Manager

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Experienced in sales, customer service, marketing, and business management (20+ yrs). Strong communication skills in multiple languages. Detail-oriented, work well under pressure. Ideal fit for the role, contributing to team success..

SKILLS

- Communication Skills: I excel in effectively communicating with others and have a knack for expressing my ideas clearly. I easily understand the needs of others and am a proficient communicator in multiple languages.
- Negotiation and Sales Skills: I consider myself an expert in the art of negotiation and sales. I have a natural ability to persuade customers and achieve remarkable results in meeting sales targets and successfully closing deals.
- Leadership Skills: My strength lies in my ability to lead teams and motivate them towards achieving common goals. I am an inspirational leader who knows how to guide and develop a team to reach their maximum potential and achieve success.
- Planning and Organizational Skills: I am highly skilled in developing effective plans and organizing tasks in a systematic manner. I have the ability to set goals and take the necessary steps to achieve them successfully. I am an organized individual who manages my time efficiently.
- Analytical and Problem-Solving Skills: I excel in problem analysis and critical thinking. I have the ability to analyze information accurately and provide innovative and effective solutions to the challenges we face.
- Customer Relationship Skills: I am an expert in building strong relationships with customers. I understand their needs and provide appropriate solutions in a professional manner. I am experienced in handling difficult customers and turning situations into opportunities for customer satisfaction.
- Technology and Computer Skills: I am well-versed in the latest technologies and proficient in using Microsoft Office programs including Word, Excel, and PowerPoint. I have technical abilities that enable me to adapt to any technological advancements in the field.

These are just a few personal skills that I possess, and I am committed to continuously developing myself and enhancing my skills to excel in my field of work.

PROFESSIONAL EXPERIENCE

Sales Consultant | Takamol Advanced | Riyadh, Saudi Arabia | Jul 20224 – Present

Current role: Offering specialized services, consultations, and engineering drawings using virtual reality and artificial intelligence technology.

1. ****Consulting Services**:**
 - a. Analyzing client needs and providing customized solutions.
 - b. Offering consultations in the fields of virtual reality and artificial intelligence.
2. ****Designing Engineering Drawings**:**
 - a. Creating engineering drawings using virtual reality tools.
 - b. Using artificial intelligence techniques to improve design accuracy.
3. ****Developing Virtual Reality Content**:**
 - a. Designing and developing interactive virtual environments.
 - b. Testing and enhancing virtual experiences based on user feedback.
4. ****Collaboration with Technical Teams**:**
 - a. Collaborating with engineers and designers to ensure solution integration.
 - b. Sharing knowledge about virtual reality and artificial intelligence technologies.
5. ****Delivering Presentations**:**
 - a. Preparing and delivering presentations to clients about proposed solutions.
 - b. Clarifying the benefits of using virtual reality and artificial intelligence technologies.
6. ****Research and Development**:**
 - a. Keeping up with the latest developments in virtual reality and artificial intelligence.
 - b. Proposing enhancements and innovations for products and services.
7. ****Project Management**:**
 - a. Planning and executing projects related to virtual reality and artificial intelligence.
 - b. Monitoring timelines and ensuring projects are delivered on schedule.

Skills:

- a. Technical skills in engineering design and programming.
- b. Strong knowledge of virtual reality and artificial intelligence technologies.
- c. Communication skills and the ability to work within a team .

Marketing and Contracts Manager | Progress Concept Contracting , Riyadh, Saudi Arabia | June 20023 – May 2024

Current role: Marketing and Contracts Manager for a construction company.

1. Marketing responsibilities:

- Develop and implement marketing strategies to enhance the company's reputation and increase market share.
- Analyze the market, identify business opportunities, and create innovative marketing plans.
- Attract customers and achieve financial goals through effective marketing campaigns.

2. Contract management responsibilities:

- Manage contract operations, including negotiation and signing contracts with suppliers and business partners.
- Build and strengthen sustainable business relationships with clients, partners, and suppliers.
- Monitor contract execution and ensure compliance with terms and deadlines.

3. Collaboration:

- Work closely with marketing, sales, and project teams to implement effective marketing strategies.
- Collaborate with cross-functional teams to achieve company objectives.

4. Communication and negotiation:

- Utilize strong communication and negotiation skills to establish and maintain business relationships.
- Negotiate favorable terms and conditions in contracts with suppliers and partners.

5. Reporting and analysis:

- Meticulously document and provide accurate reports on performance and financial results.
- Analyze marketing and contract data to identify areas for improvement and optimize strategies.

Objective:

- Strive to enhance the company's market position and achieve sustainable success through innovative marketing strategies and efficient contract management.

Commercial Sector Manager | El Zaeem Construction, Cairo, Egypt | September 2020 – March 2023

As a Commercial Sector Manager for a construction company, overseeing commercial operations and sales in commercial malls.

1. Responsibilities:

- Develop and implement trade and marketing strategies to achieve financial goals and increase market share.
- Manage all aspects of commercial operations, including leasing, contract management, marketing, sales, inventory management, and customer service.
- Build and strengthen business relationships with partners, clients, and tenants.
- Negotiate contracts and foster collaboration to achieve shared business goals.
- Analyze the performance of the commercial sector and prepare regular reports for senior management.
- Monitor market trends and provide recommendations to improve performance and increase profitability.

- Supervise the commercial team, providing guidance, direction, and training.

Objective:

- Enhance the brand and achieve sustainable growth in the construction and commercial mall industry.

Business and Real Estate Marketing Consultant | Nwara Real Estate, Cairo, Egypt | November 2011 – July 2020

As a Business and Real Estate Marketing Consultant.

1. Responsibilities:

- Provide consulting services to companies, organizations, and individuals in the real estate industry.
- Analyze the real estate market and provide strategic recommendations for marketing and sales.
- Offer advice on current market trends and investment opportunities.
- Evaluate existing real estate operations and suggest improvements.
- Assist in project management, digital marketing strategies, and customer management.
- Achieve clients' goals and enhance return on investment in the real estate marketing industry.

Objective:

- Deliver high-quality consulting services and achieve success and excellence in the real estate marketing industry.

Logistics Manager | Ayman Afany and interbrands, Cairo, Egypt | May 2009 – August 2011

As a Manager of Logistics, Warehousing, and Deliveries for a food company.

1. Responsibilities:

- Organize and manage logistics operations, including warehouse management, inventory control, and deliveries.
- Develop and implement logistics strategies to ensure smooth and efficient flow of products.
- Analyze needs, identify suppliers, and establish sustainable business relationships.
- Organize delivery operations and ensure accurate and timely order fulfillment.
- Manage delivery teams and provide guidance to achieve excellent customer service.
- Coordinate with senior management, production teams, and sales teams for operational coordination.
- Implement quality and safety standards in storage and delivery.

Objective:

- Achieve efficient flow of food products and ensure timely availability to customers with high-quality service.
- Improve operations, achieve efficiency, and meet company goals in logistics, warehousing, and deliveries.

Regional Manager | Crabtree & Evelyn , Riyadh, Saudi Arabia | June 2006 – February 2009

As a Regional Manager in the cosmetics industry.

- **Responsibilities:**
- Oversee and manage business operations and sales in the designated region.
- Develop and implement sales and marketing strategies to achieve goals and increase market share.
- Provide guidance and training to sales teams to achieve outstanding performance and meet targets.
- Communicate and coordinate with clients, retailers, and business partners to foster collaboration.
- Monitor inventory and ensure product availability to meet customer needs.
- Maintain commitment to quality standards and product reputation.
- Work towards strengthening the brand and achieving sustainable growth in the cosmetics industry.

Objective:

- Drive business success in the region, increase market share, and enhance brand reputation.

Sales and public relations | Asma Group , Cairo, Egypt | July 2004 – February 2006

As Sales team leader for an electronics company.

- Achievements: Successfully achieved sales targets and increased market share.
- Leadership: Led and inspired the sales team to excel in their performance.
- Strategy development: Developed effective sales strategies to drive growth.
- Customer relationships: Built strong relationships with existing and potential customers.
- Collaboration: Worked closely with other departments to ensure coordination and integration.
- Customer experience: Delivered exceptional customer experiences.
- Brand enhancement: Played a key role in enhancing the company's brand.
- Sustainable growth: Contributed to driving sustainable growth in the electronics industry.

EDUCATION

Bachelor of Arts in Oriental Languages, specializing in Persian Language and Literature. | Ain Shams University | Cairo, Egypt | May 2004

- I studied in the Department of Oriental Languages, which includes Urdu, Persian, and Turkish languages. I specialized in the Persian language and its literature.

CERTIFICATIONS

- Certified Basic Real Estate Selling Skills | 2016
- Certified Real Estate English - Sales | 2016
- Business administration and consulting | 2018
- Body language | 2018

REFERENCES

Available upon request.