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Professional Summary

- Results-oriented sales professional with a proven track record in identifying market opportunities, cultivating client relationships, and driving revenue growth.
- Seeking a challenging Sales Team Leader position to leverage extensive sales expertise and leadership potential.
- Strong capabilities in strategic account management, negotiation, and impactful product presentations.
- Combines a solid Civil Engineering foundation with certified sales expertise and commitment to achieving organizational objectives.

Work Experience

Sales Team Leader | Premco Precast (Saudi Bin Laden Group) | 6th of October City, Egypt | 2014 – Present

- Instrumental in enhancing sales performance and expanding market reach in the precast concrete sector.
- Demonstrated mastery of the full sales lifecycle:
 - Proactively identified and qualified potential customers.
 - Diligently followed up on client-generated leads.
 - Strategically led complex sales opportunities with technical presales/engineering teams.
- Cultivated and maintained strong, long-term relationships with existing and new clientele, ensuring sustained business growth and high retention.
- Rigorously verified incoming inquiries (technical and commercial) against company filtration policies.
- Accurately discerned customer needs, discussed requirements, and advised on product solutions, capabilities, and limitations.
- Developed and delivered compelling sales presentations and product demonstrations.
- Provided customers with necessary technical and commercial documentation for informed decisions.
- Proficient in recommending pricing, negotiating credit terms/warranties, establishing delivery schedules, and preparing bid specifications.
- Meticulously prepared and finalized sales contracts, ensuring clear and mutually agreeable terms.
- Skillfully navigated complex negotiations, defending commercial terms within company policies, leading to successful deal closure and handover to operations.
- Developed and presented comprehensive account and opportunity strategies to senior management.
- Proficiently handled customer complaints, ensuring swift and effective problem resolution for high client satisfaction.

Previous Engineering and Project Management Roles | Various Companies | Egypt | 2008 – 2014

- **Execution Manager** | ENCON Group (SODIC Residential Projects) | 6th of October City | 2013–2014
 - Oversaw multiple stages of large-scale residential construction.
 - Managed excavation, plain/reinforced concrete, underground tanks, finishing works, and plumbing installations.
 - Honed project management, site coordination, quality control, and problem-solving skills.
- **Execution Manager** | Leaders for Contracting Co. (Residential Project) | El-Moqatam, Cairo | 2012–2013
 - Managed similar construction phases, including plastering and painting.
- **Execution Manager** | Leaders for Contracting Co. (Nestle Dry Goods Facility) | 6th of October City | 2011–2012
 - Managed construction, finishing, steel structure works, and specialized epoxy flooring.
- **Site Engineer & Execution Manager** | Graphco Engineering Consultant (Nestle Waters Egypt Facility) | Banha | 2008–2011
 - Gained comprehensive grounding in site operations, quality assurance, and engineering principles.
- **Site Engineer** | United Brothers for Contracting Co. (City Scape Mall Project) | 6th of October City | 2008–2009
 - Focused on excavation, concrete, and retaining wall works.
- *These diverse engineering roles provided a robust technical foundation, attention to detail, and an understanding of complex project lifecycles, complementing his sales career.*

Education

Bachelor of Science in Civil Engineering | Ain Shams University, Faculty of Engineering | Cairo, Egypt | November 2008

- Graduation Project: Design of Hydraulic Networks (Water, Sewage, Irrigation) for Hail University, KSA.
- Achieved “Excellent” grade, demonstrating strong analytical, design, and problem-solving capabilities.

Skills and Qualifications

- **Technical:** Proficient in AutoCAD (2D).
- **Sales & Business Development:** Significant and proven expertise.
- **Professional Competencies (Sales Team Leader):**
 - Works effectively independently and collaboratively within a team.
 - Strong and decisive decision-making, especially under pressure.
 - Well-developed research abilities for market intelligence.
 - Proactive and quick learner of new technologies, products, and industry knowledge.
 - Excellent communication, presentation, and interpersonal skills.
 - Builds rapport quickly, articulates complex solutions clearly, and negotiates effectively.

Professional Development and Certifications

- **Certificated Sales Professional** | Campus Education Institute
 - Structured training in advanced sales methodologies, and negotiation tactics.
- **Business English Course** | American University in Cairo (AUC)
- **Leadership & Communication Skills Workshops** | ESLSCA Business School
- **Sport Management Course** | American University in Cairo (AUC)
- **Preparation Course for PMP** | CPC Academy.
- **Negotiation Skills** | CPC Academy.
- **Change management and adaptation skills** | CPC Academy.

Languages

- **Arabic:** Native Speaker
- **English:** Professional Working Proficiency