

Caren Saad

Cairo, Egypt | November 2000

carensaad77@icloud.com | 01554350506

[LinkedIn Profile](#)

Professional Summary

Dynamic and results-driven Business Development Executive with over 3 years of experience in sales, client acquisition, and strategic partnerships. Proven success in the **construction and architectural profiles sector**, alongside software solutions and pharmaceuticals. Excelled in expanding client networks with leading consultants, contractors, banks, and real estate developers. Strong scientific background in Chemistry combined with excellent negotiation, relationship-building, and deal-closing skills. Passionate about driving sustainable business growth in the Egyptian construction market.

Professional Experience

Business Development Executive

Axon Profile Systems — Maadi, Egypt

Nov 2025 – Present

Spearheaded business development and sales strategies for architectural profiles and construction solutions in the Egyptian market.

Built and nurtured strategic relationships with leading engineering consultants including ECG, EHAF, ECB, Assaf, Serry, and others.

Strategically secured the inclusion of Axon's architectural profiles into the approved vendor lists of major banks (ABC, IDB, Bank Misr, Bank of Alexandria, NBK, and others), significantly expanding market access and unlocking new revenue opportunities.

Promoted and positioned Axon's products in key industry exhibitions (Abdul Aziz Al-Sallab Exhibition and Al-Helow Exhibition), resulting in enhanced brand visibility.

Conducted comprehensive market research and competitor analysis to identify emerging opportunities and support informed business expansion decisions

Senior Sales Representative

Techno-Island — Maadi, Egypt

Jul 2024 – Oct 2025

Drove business growth for Clinic Management System (integrated with public portal) targeting medical clinics and healthcare facilities.

Managed the full sales cycle including lead generation, product demonstrations, negotiations, and deal closure.

Medical Sales Representative

Vodachem Pharmaceuticals — Cairo, Egypt

Nov 2022 – Jun 2024

Consistently exceeded sales targets in a highly competitive pharmaceutical market.

Built and maintained a wide network of clients and key accounts.

Intern – Forensic Science Authority (Toxins & Drugs Lab)

Cairo, Egypt | Dec 2023 – May 2024

Conducted chemical analysis for drugs and toxins.

Assisted in lab documentation and administrative processes

Education

Bachelor of Science (B.Sc.) – Chemistry Ain Shams University, Cairo | 2018 – 2022

Grade: B+ | GPA: 3.37

Core Skills

Business Development & Sales

- Lead Generation & Prospecting
- Negotiation & Contract Closing
- Key Account & Relationship Management
- Strategic Partnerships
- Tendering & Vendor List Management
- Market Research & Competitor Analysis

Technical & Tools

- Microsoft Office Suite (Advanced)
- CRM Tools (ClickUp)
- Google Workspace
- AI Tools

Languages

- Arabic: Native
- English: Professional Working Proficiency