



# Mostafa Elshenawey

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## Professional Summary

Loyal employee with solid understanding of training and mentoring employees. Dedicated team player, proactive and hands-on in task completion. Resourceful **employee with** outstanding knowledge to develop and maintain healthy customer pipeline. Consistently works to attract new business opportunities. Talent in administrative oversight, recruitment processes and customer service improvements. Committed manager with exceptional leadership, organisational skills and communication abilities leads high-performing cross-functional teams. Leads projects, company operations and business growth. Motivated sales manager with 8 years of experience, recognised for assessing operational needs and developing solutions to save costs, **improve revenues and drive** customer satisfaction. Resourceful and well-organised with excellent leadership and team-building record. Hard-working sales manager with strong organisational skills. Achieves company goals through exceptional planning and prioritisation.

## Skills

Problem-solving

Communication skills

Team building

Strategic Planning

Leadership

Multilingual

## Work History

01/2024 - Current

**Indirect sales manager**

***Alfares flooring & parquet*** , Riyadh , K.S.A

- Carried out day-to-day duties accurately and efficiently.
- Successfully delivered on tasks within tight deadlines.
- Demonstrated respect, friendliness and willingness to help wherever needed.
- Worked flexible hours, covering nights, weekends and bank holidays.
- Used Microsoft Word and other software tools to create documents and clear communications.
- Applied critical thinking to analyse problems, evaluate solutions and select best decisions.

01/2020 - 10/2023

**Regional sales manager**

***Alamal alsherif for pvc piping & fittings*** , Central Delta , Egypt

- Analysed sales to identify top-performing products.
- Analysed sales reports to identify trends and update strategies.
- Planned and developed strategies to increase sales territory positioning, exceeding company targets.

03/2013 - 12/2019

**Senior area sales manager**

**Arabian cement company , Central Delta , Egypt**

- Maintained regular contact and strong relationships with existing customers by providing comprehensive support.
- Identified and qualified new sales prospects to continually meet targets.
- Collected customer and market feedback and reported information to company leadership.

02/2010 - 01/2013

**District manager**

**Coca-Cola company , Qalubia , Egypt**

- Optimised sales methods to best engage, acquire and retain customers.
- Analysed sales reports to identify trends and update strategies.
- Managed team of [Number] staff, driving performance with motivational strategies to exceed sales targets.

05/2004 - 06/2009

**Sales supervisor**

**Pepsi Eljomaih , Riyadh , K.S.A**

- Checked shop merchandise regularly to verify proper display, oversee replenishment activities and enforce planogram requirements.
- Collected customer and market feedback and reported information to company leadership.
- Maintained regular contact and strong relationships with existing customers by providing comprehensive support.

05/2001 - 02/2004

**Sales executive**

**Coca-Cola company , Gharbya , Egypt**

- Managed client relationships from early stages of sales process through to post-sales
- Built long-term relationships with customers and generated referrals from existing clients.
- Generated new leads and opportunities to maximise revenue.

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**Education**

09/2000 **Bachelor of Business Administration, Accounting Department , Faculty of commerce** , Tanta university , Egypt

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**Languages**

**English** B2  
 Upper intermediate