



PERSONAL DATA :

Name: Haytham Mohd Ali AlWardany

Date of Birth: 1980

Civil status: Married

Nationality: Egyptian

Religion: Muslim

Driving: **Driving License**

Telephone: 0550737290

E.mail : haytham.alwardany@gmail.com

● **SPECIAL COURSES :**

-
- Higher education certificate in commerce bachelors degree
- Communication verbal and written skills in English and Arabic
- Computer skills, Excel, Office and Windows
-

● **EXPERIENCES :**

●

● **Summary**

- Great experience of more than **10 years** in sales management in the field of **FMCG** and **DETERGENTS** in international Companies in **Saudi Arabia** and **Egypt** for international brands.

● **Companies**

- SIDCO CO (Saudi industerail detergent)
- COCA COLA EGYPT CO
- **TARGET CO FOR COMMERCIAL AGENCIESD**
- **AI FAYHAA TEXTILE INDUSTRIES**

- **Professional Experience:**

From 2023 TO 2024

- **AI FAYHAA TEXTILE INDUSTRIES**

- Position .Garbiya Branch Manager .
- Responsible for the Gharbiya Area all of cities Tanat, El Mahala Al Kubra.
- Team Leader for 4 salesmen
- Responsible for attchiving the Gharbiya target and the annual plan for all branche.
- From 2020 TO 2023
 - **TARGET CO FOR COMMERCIAL AGENCIESD.**
 - Position :Garbiya &Dakahliya Manager "
 - PRODUCTS (KABOOS TEA,ABU OUF COFFEE,SUN TOP)
- Responsible for the Gharbiyaand ALDAKAHLIYA Area all of cities Tanat, El Mahala Al Kubra and Al Mansoura.
- Team Leader for 8 salesmen.
- Responsible for attchiving the Gharbiya and Dakahliya target.
- From 2019 TO 2020
 - **COCA COLA EGYPT CO .**
 - Position :Garbiya &Dakahliya SUPERVISIOR "
 - GENERAL SUPERVISIOR For Retail and wholesale
- Responsible for the All Area all of cities Tanat, El Mahala Al Kubra and Al Mansoura.
- Team Leader of salesmen.
- Responsible for attchiving the all area target.
- From 2007 TO 2018
 - **SIDCO (SAUDI INDUSTRIEL DETERGENTS CO .**
 - PRODUCTES (GENTO,QUEENEX,EXTRAWHITE WATANI,
 - Position :EASTERN SENIOR SUPERVISIOR
- Responsible for the All Area all of ESTERN For Top Dealers And Saraco and univrsl Coldstore.
- IN (Dammam, Khober, Qatif,Hasa and Gobil)
- Responsible for attchiving the all EASTERN area target.

- **THE MAIN Skills :**

- The ability to development the annual and monthly work plans and follow up on their achievement with the work team
- achiving business objectives, Market Share Increases, Product Launches within different Categories and strong background of 'consumer .
- Business development and ability Speedy growth of business by getting into all channels wide and deep.
- Results-driven, dynamic sales leader with strong abilities in recruiting, building,training, and motivating sales team in meeting and exceeding objectives
- Achiving organization's strategies and activities to achieve targets and sustainable growth.
- Acheving the annual plan and profitability target and review monthly with higher management about deliverables and actuals.
- Cooperate with the management in planning, forecasting.
- building new partnership network of customers and suppliers
- Develop Business relationship with top accounts, Establish wider base of distribution
- ensure healthy business relationship between the company and clients and influencers to business.
- Assist in training and development of team work staff.
- business objectives, Market Share Increases, Product Launches within different Categories and strong background of 'consumer .

Function:

Budgets and Plans :

Develop & implement sales & distribution plans and allocation of sales budgets in line with Division strategy.

Sales Operations:

Lead and motivate the regional sales team to ensure that the sales operation is conducted efficiently in order to achieve regional sales targets as per branch / product category,etc.

Customer Service:

Obtain feedback from customers and investigate customer complaints in order to study customer needs, resolve customer problems and provide customer satisfaction.

Sales Reports:

Merchendaisers/Sales/Supervisor reports are prepared daily and accurately.

in order to improve our daily operation and to show current status of each salesman .

AdditionalSkills :

Hobbi:

Soccer and reading books.

Furnished Upon Request