

# MOHAMED SERAG GALAL

SALES ACCOUNT MANAGER

## PROFILE

Self Motivated , Smart and Talented person who want to be a key player in a competitive organization.

## EDUCATION

### Commerce College- Mansoura University

Accounting section | 2013 - 2017

Graduated from Commerce college post studying accounting and business Administration.

## COURSE

### CISCO CERTIFIED NETWORK ASSOCIATE

Sep 2019

### MS OFFICE TRAINING

Oct 2017

## EXPERIENCE

### WE Telecommunication, Egypt | Jan 2019 - Sep 2020

#### Network Solutions Account Manager

I was responsible for the below Duties

- Serve as the lead point of contact for all customer
- Build and maintain strong, long-lasting client relationships
- Negotiate contracts and close agreements to maximize profits
- Develop trusted advisor relationships with key accounts
- Ensure the timely and successful delivery of our solutions
- Clearly communicate the progress of monthly/quarterly initiatives
- Develop new business with existing clients
- identify areas of improvement to meet sales quotas
- Forecast and track key account metrics.
- Prepare reports on account status
- Collaborate with sales team to identify and grow opportunities within territory
- Assist with challenging client requests or issue escalations as needed

### Global For Security Solutions, Egypt | June 2017 - Dec 2018

#### CCTV Solution Sales Representative

I was responsible for the below Duties

- Identify products matching market needs.
- Open new distribution points.
- Market and promote existing products.
- Manage and Achieve selling targets
- analyzing and designing solutions to networking issues,
- providing technical support to other departments,
- troubleshooting, diagnosing and solving issues with both hardware and software.



## PERSONAL INFORMATION

 **Date of Birth**  
22nd July 1996

 **Residence**  
United Arab Emirate -Dubai

 **Nationality**  
Egyptian

 **Marital Status**  
Single

## COMPETENCES

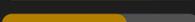
- ✓ Quick learner
- ✓ Self Motivated
- ✓ Punctuality
- ✓ Competence
- ✓ Self Organized

## SKILLS

### Language

English   
Arabic 

### Software Skills

MS Office   
System Admin   
Adobe Photoshop 

## CONTACT

 UAE- Dubai  
 +971 52 169 8003  
 Mohamedserag.ms33@gmail.com