

TAREK OSMAN

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PROFILE

Accomplished sales professional with 8+ years experience and proven track record in fostering long-term business relationships and exceeding sales targets. Expert at developing new business opportunities and delivering results quickly and efficiently. Proven ability to make good judgments and quick decisions. Known for a problem solving, work ethics and demonstrating superior interpersonal skills.

EXPERIENCE

Key Account Manager

Kuwait Cement Company

12/2015 - Present

- Secured 500+ new key and mid-size customers since I joined.
- Negotiated hundreds of contracts and agreements, several of them were the biggest in the company's history and surpassed 1 Million KD per a deal.
- Efficiently managing 100+ key customers with over 10 Million KD in sales annually and successfully fulfilling all of their requirements and needs on a daily basis with swift response and 100% satisfaction rate.
- Developed and maintained strong business relationships with the key stakeholders and decision makers of all the major companies in the building materials and construction industry of Kuwait and achieved outstanding knowledge of the local market.
- Built strong business relationships with existing customers, which led to increase their business by 50% and more in some cases and repaired critical relationships with dozens of former key customers and been able to restore their business with the company.
- Chosen by management to be assigned with responsibility of handling the largest accounts (local & foreign) due to my closing ability and sales skills.
- Successfully overseeing the related work of sales officers, collection agents, accountants, dispatch officers and coordinating with management and the heads of other departments to ensure all the tasks are accomplished.

Archivist & Translator

Al-Qabas Newspaper

08/2007 - 08/2015

- Collected, maintained records and provided support to journalists.
- Managed archiving AFP, RUETERS and AP news agencies pictures.
- Translated 250+ pictures captions from English to Arabic on a daily basis.

Network Administrator

Al-Hadath Magazine

11/2006 - 08/2007

- Maintained and administrated computer networks and hardware.
- Ensured network security, assigned IP addresses to 20+ devices and enhanced operational efficiency.

LANGUAGES

Arabic Native English Proficient
German Intermediate

EDUCATION

Bachelor of Management Information Systems (MIS) – English Section

Modern Academy In Maadi (MAM)

2002 - 2006

High School Diploma

Model School of Nasr City

2002

SKILLS

SOFT SKILLS

Leadership Time Management
Teamwork Communication
Customer Service Market Research
Persuasion Negotiation Multitasking
Attention to Detail Problem-solving
Decision-making Financial Acumen
Data Analysis Cultural Competence

TECHNICAL SKILLS

Hardware Software Networks
HTML ASP JAVA SQL CSS
Web Design MS Office Oracle ERP

PERSONAL INFORMATION

Date of Birth: 19 May 1985
Place of Birth & Residence: Kuwait
Nationality: Egyptian
Marital Status: Married
Residence Visa: Transferable 18
Driving Licenses & Car: Available