

Hesham Nabil Mohamed Boughdady

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Location: Jeddah, Saudi Arabia | Iqama Status: Transferrable

Professional Summary

Goal-oriented and driven Sales Manager with over 18 years of experience in automotive sales, recognized for exceptional leadership and strategic acumen. Proven expertise in increasing productivity, driving revenue growth, and enhancing customer satisfaction. Adept at streamlining procedures, optimizing employee performance, and capitalizing on emerging market trends to achieve ambitious profit targets.

Highly skilled in building and nurturing lucrative partnerships, penetrating new markets, and promoting product lines. A tenacious and analytical problem-solver with a track record of revitalizing sales operations and aligning processes to maximize profits and client acquisition. Committed to motivating teams and fostering a collaborative environment to consistently exceed organizational goals.

Core Competencies

- Sales Strategy Development
- Team Leadership and Mentorship
- Customer Relationship Management (CRM)
- Revenue Growth Optimization
- Market Trend Analysis
- Negotiation and Closing Skills
- Automotive Sales Expertise
- Client Acquisition and Retention

Professional Experience

Sales Manager

New High Motors, May 2022 – November 2024

- Directed sales for Egypt's largest distributor of Toyota vehicles, achieving consistent revenue growth.
- Developed and implemented strategic sales initiatives, increasing customer acquisition by 25%.
- Trained and mentored a team of sales representatives to exceed monthly and quarterly targets.
- Conducted market research to identify trends, ensuring

alignment with consumer needs.

Sales Manager

Al-Ola Showroom, 2019 – May 2022

- Oversaw sales operations for a multi-brand distributor, including Renault, Hyundai, Kia, and Isuzu.
- Improved showroom sales processes, resulting in a 20% increase in client retention.
- Built strong client relationships, driving repeat business and customer loyalty.
- Established KPIs to monitor and improve individual and team performance.

Sales Manager

Nissan Showroom, May 2004 – 2019

- Managed sales for the Alexandria branch of Global Trade and General Import and Export.
- Increased branch revenue by 30% through targeted sales strategies and customer-focused solutions.
- Coordinated with marketing teams to roll out promotional campaigns, enhancing brand visibility.
- Maintained high customer satisfaction scores through effective complaint resolution and personalized service.

Education

Higher Institute of Tourism, Hotels, and Computer – Alexandria University

- Degree: Bachelor's in Hotels
- Graduation Grade: Very Good
- Graduation Project: 5-Star Hotel Building (Sun Rise) | Grade: A+

Technical Skills

- Proficient in Microsoft Office Suite (Word, Excel)
- Skilled in using CRM software and social media platforms for customer engagement

Languages

- Arabic (Native)
- English (Proficient)

Training and Certifications

Completed all Nissan Egypt Sales and Management Training Programs

Achievements

- Spearheaded a sales team at New High Motors, achieving record-breaking sales growth in consecutive quarters.
- Recognized for exceptional performance in customer

satisfaction at Al-Ola Showroom.

- Played a pivotal role in expanding Nissan Showroom's client base through innovative sales strategies.