

Kirolos Medhat Shoukry

Sales specialist

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PERSONAL SUMMARY

Results-driven Business Development Specialist with 3+ years of experience driving revenue growth exceeding sales targets, and building lasting client relationships. Skilled in strategic planning and market intelligence to identify high-value opportunities aligned with Vision 2030. A proactive leader with a strong track record in team building, innovation, and delivering measurable success in competitive markets. Committed to leveraging my GCC expertise and client acquisition skills to create meaningful business impact in the Saudi market.

AREA OF EXPERTISE

- Business Growth Strategies
- Market Research & Competitor Analysis
- Project Management & Business Acumen
- Team Leadership & Mentorship
- B2B Sales Excellence
- CRM & Data Driven Insight

EXPERIENCE

Business Development Specialist

DEMOIS Training institute KSA

February 2025

- Managed leads and converted inquiries into enrolled students at Dimois Training Institute in Riyadh, Saudi Arabia.
- Conducted consultations and interviews to assess applicant suitability, ensuring a seamless admissions experience.
- Developed and executed outreach strategies to increase enrollment and coordinated with departments to improve the admissions process.

Allianz Multinational - MENA

September 2023 – January 2025

- Spearheaded business development Strategies, resulting in consistent revenue growth, target overachievement and 15% growth in client acquisition across key markets.
- Conducted in depth market research and competitor analysis to identify opportunities, optimize offerings and stay ahead of GCC industry trends.
- Collaborated with cross functional teams to design innovative solutions tailored to client needs.

Business Development Consultant – Part time

Big Buzz Marketing - GCC

July 2024 – November 2024

- Expanded client base through targeted business development initiatives.
- Boosted revenue by 14% by executing data-driven sales and market expansion strategies.

Business Development Executive

Allianz Multinational - MENA

September 2022 – October 2023

- Achieved a promotion by consistently surpassing client acquisition targets and driving 35% revenue growth.
- Designed customized solutions, strengthening client retention and increasing repeat business by 25%.

- Optimized lead generation strategies using data analytics, resulting in 22% improvement in conversion rates.
- Conducted in-depth market analysis to identify emerging opportunities, shaping strategies that enhanced competitiveness and profitability.

Business Development Associate

The Address Academy technology - Egypt

June 2021 – December 2022

- Identified and pursued new business opportunities, generating qualified leads through networking.
- Conducted product presentations and demos, showcasing SaaS solutions to potential clients.
- Built and maintained relationships with key stakeholders to drive revenue growth.
- Collaborated with sales and marketing teams to optimize lead-generation strategies.
- Managed CRM tools to track sales pipeline, performance metrics, and customer interactions.
- Stayed updated on industry trends and competitors to enhance sales strategies.

EDUCATION

Bachelor of Law

Ain Shams University

May 2016 – May 2021

GPA: Good.

Skill and competences

Technical Skills

- Advanced in Microsoft Excel, Word, PowerPoint, Google suite and CRM tools.
- Proficient in Artificial intelligence, SEO, SEM. Google Analytics, and website design (HTML, SQL).
- Skilled in Photoshop, Illustrator, aftereffects, Salesforce, Power BI and ERP.

Soft Skills

- Time management, business Intelligence, perform under pressure and adaptability.
- Negotiation, communication, strategic thinking, creative and problem solving.