

# Ahmed Mostafa Kamal

Sales Manager | Business Development Manager

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I am a dynamic, results-driven professional with a proven track record of achievement. Throughout my career, I have honed a versatile skill set and a robust set of qualities that I am confident will significantly contribute to various teams within the organization. As a highly effective communicator, I foster collaborative environments and consistently take ownership of challenging situations, leveraging my exceptional problem-solving abilities.

I am eager to join forces with accomplished and like-minded professionals committed to achieving outstanding results for our employer. My proactive approach extends across all facets of the organization, where I bring value through my diverse skill set. Evolving from a sales-focused background, I strategically transitioned into an organizational role. My involvement in key areas such as marketing, recruiting, design, social media, hiring, personnel development, and training reflects my commitment to versatile professional growth and comprehensive contributions to organizational success.

Seasoned business leader with over 25 years of proven success in sales and product management, poised to drive executive excellence in a dynamic and results-driven corporate landscape.

Striving for a strategic leadership role within a premier organization, leveraging my dynamic interpersonal communication, sales expertise, and advanced computer proficiency, coupled with my higher education background. Aiming to optimize business processes, elevate performance in key areas such as Sales, Marketing, Personnel Development, Profitability, and Employee Retention, thereby fostering organizational excellence and success.

## Education

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|-------------------------------------------------------------------------------------------------------|------|
| • <b>Master of Business Administration</b> , <i>Geneva Business School (KSA)</i>                      | 2018 |
| • <b>Bachelor of Tourism &amp; Hotels Management</b> , <i>Faculty of Tourism &amp; Hotels (Egypt)</i> | 1993 |

## Work Experience

### Al Qahtani Vehicle & Machinery Co. – Dealer for LiuGong in KSA

Dammam, Kingdom of Saudi Arabia

#### Assistant to the CEO

Dec 2014 – present

- Orchestrated strategic negotiations with international suppliers, resulting in the establishment of more favorable contractual agreements and enhanced support plans, contributing to increased cost savings and operational efficiency.
- Spearheaded the development and refinement of all company presentations, culminating in impactful deliveries that garnered positive customer feedback, ultimately expanding business opportunities, and strengthening client relationships.
- Pioneered the establishment of the company's LinkedIn and Facebook pages, crafting compelling posts that significantly augmented followership and engagement on both platforms, thereby elevating the brand's online presence and market influence.
- Produced captivating photos and videos meticulously curated for company presentations, corporate videos, and websites, amplifying visual storytelling and reinforcing the company's professional image.

- Led comprehensive product, sales, and company orientation training/presentations for newly onboarded sales staff, fostering rapid assimilation of key information and ensuring a high level of competency within the team.
- Collaborated closely with sales management to provide strategic insights on pricing in special deals, contributing to optimized pricing structures and increased profitability.
- Advised the Rig Move department, actively participating in fleet and manpower analysis sheets to calculate costs, profits, and service pricing, enabling informed decision-making and resource optimization.

## **Regional Sales Manager**

July 2007 - December 2014

- Spearhead, coordinate, and meticulously review sales activities encompassing a diverse product portfolio, including heavy equipment, earth-moving machinery, material handling solutions, power-generation systems, and commercial trucks.
- Serve as the company's ambassador at trade association meetings, adeptly promoting products and cultivating strategic partnerships to drive market presence and business growth.
- Strategically plan and oversee staffing, training initiatives, and performance evaluations, exercising effective control over sales programs to ensure optimal team development and performance.
- Engage with potential customers to understand equipment specifications and address their unique needs, fostering meaningful client relationships.
- Direct clerical staff in maintaining accurate records of quotes, inquiries, and bid requests, ensuring streamlined and organized documentation processes.
- Conduct comprehensive sales and product training for newly onboarded staff, facilitating rapid integration and proficiency within the team.
- Collaborate with the HR department to facilitate visitors' visas and address related issues, streamlining processes and ensuring a positive experience for all stakeholders.
- Play a key role in product pricing initiatives and proactively follow up on the ordering and arrival process, ensuring seamless logistics and client satisfaction.
- Drive the efficient collection of clients' payments in collaboration with the finance department, ensuring a timely and reliable revenue stream for sustained business success.

## **Senior Sales Executive**

Jan 2007 – July 2007

Outdoor sales for Heavy Equipment, earth-moving-material handling, Power-generators, and commercial trucks

## **Zahid Tractor & Heavy Machinery Co. Ltd.**

Dammam, Kingdom of Saudi Arabia

## **Sales Executive**

July 1998 – Dec 2006

- Manage diverse sales transactions encompassing cash, lease, and credit sales for Volvo, Renault, Daewoo, and SsangYong Cars, ensuring a seamless and customer-centric experience.
- Proactively engage with walk-in customers, employing effective communication to discern and articulate their needs, establishing a solid foundation for personalized service.
- Thoroughly explain and demonstrate the features and benefits of selected vehicles, providing expert guidance on tailored finance packages that align with clients' budgetary requirements.
- Collaborate with financial institutions to secure approvals and obtain feedback on customer files, ensuring a smooth and efficient financing process.
- Oversee the pre-delivery inspection status, insurance, and registration for vehicles, ensuring compliance and subsequently delivering the car to the client. Maintain close communication during

the after-sale period, offering ongoing support for warranty-related matters and addressing any post-sale concerns.

**TAMGO** (Trading, Advertising, & Marketing Group Co.)  
Dammam, Kingdom of Saudi Arabia

### Sales Executive

Nov 1995 – July 1998

Sales & marketing of small, medium, & heavy construction machinery including;

- Skid loaders - MUSTANG
- Roller Compactors – Ingersoll Rand
- Excavators & Wheel Loaders - YANMAR
- Power Generators - FG WILSON
- Concrete Screeds – ALLEN ENGINEERING
- Asphalt Pavers - BLAWKNOX & ABG

### Skills

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Sales Management | Client Relations | Presentations | Marketing Strategy | Customer Experience Enhancement | Training and Development | Sales Presentation Techniques | Effective Negotiation | Strong Interpersonal Skills | Organizational Proficiency | Team Management and Leadership | Recruitment Strategies

### Training Courses

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|---------------------------------------------|---------------------------------------------------|
| • <b>Terex</b> Rough terrain & Truck cranes | • Automotive Products Training                    |
| • <b>Zoomlion</b> Rough terrain cranes      | • <b>LiuGong</b> Foundational Sales Certification |
| • Fundamental Selling Skills                | • Meetings and Presentations                      |
| • SPIN Selling0                             |                                                   |

### Languages

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| • Arabic : Fluent (Mother Tongue) | • English : Excellent IELTS band 7.5 |
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