

# Mohamed M. Hassan

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**Sales and marketing professional with valid experience in direct sales, marketing, merchandising, operations and accounts management.**

## **EDUCATION:**

Bachelor Degree in Accounting.  
Philadelphia University. Amman, Jordan - (2001-2005).

**Date of birth:** 27<sup>th</sup> July 1981.

## **OTHER SKILLS & PROFICIENCIES:**

- Proficient in English and Arabic—spoken, written and comprehension.
- Proficient with Microsoft office and all means of online communications.
- Emotionally intelligent, open minded and good team player.
- Details and results-oriented.
- Punctual and reliable.
- Presentable well cultured.
- Valid Jordanian and Arabian Gulf Countries driving license.

## **WORK EXPERIENCE:**

**Proleard.**

**Manama, Bahrain. Oct 2017 – July 2018.**

**Job Title: Sales – Accounts Manager.**

- Promote company's software and training systems affiliated with Neuro Steps.
- Assist in tailoring and designing services based on client needs and demands.
- Manage proposals and delivery of said proposals.
- Follow up on proposals and arrange revisions when needed.
- Arrange and contracts venues for training when needed.
- Maintain exclusivity of services and presentation.
- Facilitate and anticipate client needs in order to ensure higher-end delivery of promised services.
- General public communication correspondence, e mails, social media and calls.

**Abdulrahman Al-Sulaiman Trading Co EST.**

**Manama, Bahrain. Jan 2017 – Sep 2017.**

**Job Title: Bentley & Lamborghini Sales Manager.**

- Promote loyalty to brand name by building customer relationship, catering to their needs and promptly respond to inquiries.
- Set sale targets with sales team members.
- Delegate accounts responsibility to sales team.
- Maintain showroom and displays up to the required standard.
- Recruiting, setting objectives, coaching and monitoring performance and sales.
- Ensure sales team have the necessary resources to perform properly.
- Assist with the development of sales skills, presentation and proposals.

**Behbehani Brothers W.L.L.**

**Manama, Bahrain. Apr 2016– Jan 2017.**

**Job Title: Audi Pre-Owned Sales Manager.**

- Develop sales strategy in order to achieve company sale targets and revenues.
- Monitor sales progress and achievement of objectives by the sales team.
- Liaise with other company divisions to ensure achievement of sale objectives.
- Assist with the development of sales presentations and proposals
- Coordinate and monitor online sale activities.
- File required reporting.

**Saudi Arabian Marketing & Agencies Co. Ltd.**

**Al Khobar, KSA. APRIL 2012 – March 2016.**

**Job Title: Audi Pre-Owned show room manager.**

- Monitoring sales team attitude and interaction with customers.
- Maintain showroom and displays up to the required Audi standard.
- Assist in planning sales forecast with sales manager.
- Follow up with salesmen to close pending deals.
- Monitoring showroom administrator.

**Tafasel International Co.**

**Jeddah –KSA. Oct 2010 – Jan 2012.**

**Job Title: Accountant.**

- Develop, analyse, interpret and provide internal distribution of financial information in order to appraise operation results in terms of profitability and performance against budget.
- Provide services as an "Internal Auditor" assuring controls are being followed.
- Work closely with Project Manager in preparing monthly progress invoices to Owner/Consultant for work performed during each month.
- Prepare Sub Request for Payment forms for all Subcontractors for work performed which will include joint cheques to numerous Suppliers.
- Ensure all required paperwork such as Signed Subcontract; WSIB and Insurance are in place and up to date.
- Maintain all Sub guard records for all Subcontractors including expiration of accounts and acknowledgement of Contract amounts that surpass the established ratings through the Change Order process.

**7Global, LG Mobile**

**Amman, Jordan. Dec 2008 – Sep 2009.**

**Job Title: Sales and Merchandising Executive.**

- Planning product ranges and preparing sales and stock plans in conjunction with buyers.
- Liaising with buyers, analysts, stores, suppliers and distributors.
- Maintaining a comprehensive library of appropriate data.
- Working closely with visual displays staff and department heads to decide how goods should be displayed in order to maximize customer interest and sales; producing layout plans for stores.
- Forecasting profits and sales, and optimizing the sales volume and profitability of designated product areas.
- Planning budgets and presenting sales forecasts and figures for new ranges. controlling stock levels based on forecasts for the season.

**Hardee's Restaurants. (Shimisani & City mall branch).**

**Amman, Jordan. Feb 2006 - Feb 2008.**

**Job Title: Restaurant Manager.**

- Ensure branch profitability; achieving sale targets and maintaining excellence of operation.
- Organizing marketing activities, such as promotional events and discount schemes.
- Coordinating the entire operation of the restaurant during scheduled shifts.
- Managing staff and provide assistance, support and feedback.
- Resolving customer complaints, if any.