

Eslam Mohamed Abd Elhamed

Sales Executive & Business development manager

- Date of Birth: 10 June 1987
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Professional Summary

Sales professional with 8+ years of experience in B2B and B2C sales across UAE, Egypt, and Saudi Arabia. Skilled in prospecting, qualifying leads, pitching solutions, handling objections, preparing quotations, and closing high-value deals. Strong ability to build long-term client relationships, increase revenue, and exceed sales targets. Experienced in selling aluminum & glass, renovations, kitchens, and technical services.

Experience

Business Development Manager

Zealcon Technical Services – Aluminum & Glass works

Al Qusais, Dubai | June 2025 – Present

- Generated new B2B leads and converted them into active clients.
- Prepared quotations, followed up, negotiated prices, and closed deals.
- Increased monthly revenue by expanding relationships with contractors.
- Conducted site visits, and coordinated with the operations team.
- Presented aluminum & glass solutions and handled all technical inquiries.

Sales & Business Development

Glory Contracting – Renovation, Kitchen Cabinets, Aluminum & Glass Works

Alexandria, Egypt | January 2017 – May 2025

- Prospected new clients for kitchens, wardrobes, and renovation projects.
- Managed the full sales cycle: lead generation, quotation, negotiation and closing.
- Sold and delivered over 300+ projects with high customer satisfaction.
- Built partnerships with suppliers to improve pricing and increase profit margin.
- Increased company revenue through upselling and cross-selling.

Sales & Technician

Al-Maali Computer Services – Computer & CCTV Sales and Maintenance

Taif, Saudi Arabia | March 2013 – June 2016

- Sold computer hardware, CCTV systems, and accessories.
- Prepared daily sales reports and achieved weekly retail targets.
- Installed and configured CCTV & computer systems for customers.

Skills

- Lead Generation & Prospecting
- Customer Acquisition
- B2B & B2C Sales
- Preparing Quotations (LPO / Proposal / Invoice)
- Negotiation & Closing Deals
- Client Relationship Management
- Sales Pipeline Management
- Objection Handling
- Reading plans

Tools & Software

- CRM Systems
- Microsoft Office Suite
- Autocad

Education

Bachelor's Degree in Management Information Systems
Higher Institute for Computer Science, Alexandria, Egypt
Graduation Year: 2011
Grade: Excellent

Languages

- Arabic: Native
- English: Professional working proficiency