



# Ahmed Gabr

Business development Manager

Dubai - United Arab Emirates

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## Languages

- English
- Arabic
- French

## About

o A results-driven and accomplished leader with more than 27 years of substantial experience in directing all aspects of Business Development, including Sales & Marketing, Key Account Management, Research & Development, Market Development and Team Leadership. o Distinguished career reflects success in identifying new business opportunities, analyzing industry trends, establishing joint ventures and partnerships, transforming innovative ideas into viable business development projects, and penetrating new markets. o A team leader with hands-on experience in managing and overseeing all facets of People Management, including manpower planning, staff supervision, task delegation, training & development, conflict resolution and team collaboration to deliver exceptional results.

### BRANDS WORKED WITH

- al Makhawy Group
- al Reyami Group (Fitout & Trading)
- Cloisall Co.
- Cloisall Co. (Fitout & Trading)
- Conwood Company
- Conwood Company (A Siam City Cement Group Company)
- Crane Inc.
- Diamond Shower Screens Ltd.
- Dumyat Port
- Lootah Group of Companies

## Experience

- **Business Development Manager (R&D)**  
Lootah Group of Companies | Oct 2018 - Now
- **Business Development Manager (Research & Development)**  
Lootah Group of Companies | Oct 2018 - Now  
Notable Achievements:  
  - Played an integral role in leading the strategic planning, conceptualization, coordination and closeout of key projects within the organization, including: Lootah Biohumus Organic Fertilizer Factory Lootah Smart Parking Lootah Foodeena (Organic Premium Food Division) Lootah Radar Lootah Agriculture (West Africa Agriculture Project) Lootah Medical Division
  - Successfully negotiated and closed major contracts with new partners and suppliers, while transferring communications with investors and suppliers to joint venture partnerships. Job Responsibilities:
  - Uncovering new business opportunities by conducting market research, establishing strategic partnerships, analyzing market size, understanding level of demands, and assessing the degree of competition within the industry.
  - Building and strengthening mutually-beneficial working relationships with investors to collaborate in establishing joint ventures and partnerships resulting in business expansion and access to new markets and distribution networks.
  - Actively taking part in various trade shows and exhibitions as an exhibitor and visitor to build valuable connections, increase Lootah's brand awareness, gain up-to-date knowledge about the industry and launch new products.
  - Employing strategic initiatives and action plans based on research and development to streamline sales processes, transform existing business models, launch new products and technology, as well as increase customer satisfaction levels.
  - Leveraging innovation to grow and differentiate business in a highly competitive market through generation of ground breaking ideas and concepts, while converting them into sustainable business development projects.
  - Instrumental in consistently accelerating revenue growth through effective sales and marketing strategies, strategic partnerships, revenue diversification and customer relationship management. Conwood Company Limited manufactures the architectural and decorative living design solutions, made from high quality cement and delicate cellulose fibers

that help sustain the environment and reduce natural wood consumption.

- **International Business Development Manager**

Conwood Company | Oct 2014 - Aug 2018

(a Siam City Cement Group Company)

- **International Business Development Manager**

Conwood Company (A Siam City Cement Group Company) | Oct 2014 - Aug 2018

Notable Achievements:

Spearheaded the development of the company's sales plans from scratch and its implementation with a total projected sales of USD 15 Million from 2014 to 2019.

Successfully directed the overall process of the evaluation and approval of the company's installers, dealers and agents across GCC and North Africa, including UAE, Qatar, Saudi Arabia, Kuwait, Oman, Jordan, Egypt and Algeria.

Developed and conducted technical training programs for a broad range of installers, dealers and agents to ensure that they have proper knowledge and competence in accomplishing their tasks to the best of their ability.

Acknowledged for successfully completing various large-scale projects in collaboration with reputable developers, consultants and contractors including Meraas, Nakheel, DAMAC, Emaar, Sobha, etc.

Selected by Conwood Company to represent the brand in several industry-related trade shows and exhibitions such as The Big 5 and many more which led to capture leads, create brand awareness and establish collaborative partnerships. Job Responsibilities:

Demonstrated proven abilities to assess customer needs, analyze market trends, and monitor competitors' activities to adopt suitable business strategy that expands customer base and strengthens the image of the brand.

Maintained oversight of all facets of sales management, including strategic planning and execution, revenue optimization, budgeting and forecasting, sales operations, performance evaluation and sales target achievement.

Hands-on experience in identifying new business and growth opportunities, conducting competitive analysis, leading successful contract negotiation, and aligning contract requirements with the overall business operations.

Overall management of sales, CRM and competitor dashboards to review and monitor sales, overall business opportunities, processes, and performance for major categories.

Managed, developed, and trained the sales workforce to improve their skills and ensure that a high professional standard is achieved and monthly sales target along with their KPI goals are met.

Accountable for negotiating customer agreements, establishing long-term partnerships with vendors, working closely with major distributors, conducting sales forecasts, effectively managing inventory, and expediting payment procedures.

Offered comprehensive support to the Group Business Development Director and Chairman in developing management reports and dashboards, such as KPI, sales growth, financial performance, etc. Crane is the world's leading provider of fiber-reinforced composite materials. They are recognized for its combined expertise in composite material science, process and technology with a deep understanding of customer needs to deliver innovative products that outperform traditional metals and woods.

- **Business Development Manager (Middle**

Crane Inc. | Aug 2013 - Sep 2014

- **Business Development Manager**

Crane Inc. | Aug 2013 - Sep 2014

Notable Achievements:

Track record of success in spearheading the delivery of multiple projects in: Mafraq Hospital, Abu Dhabi, UAE Danat Al Emarat Hospital, Abu Dhabi, UAE Grand Mosque - Haramain Expansion (Mecca), KSA NAS Project (ARAMCO), Dammam, KSA Brazilian Frozen Food Factory, Abu

Dhabi, UAE Medfield Terminal - Abu Dhabi Airport, UAE Kempinski Hotel - The Wave - Muscat, Oman Basra Sport City, Basra, Iraq Khalifa Stadium, Aspire Zone, Qatar

Took a lead in formulating and implementing expansion plans across the Middle East and Africa with a total value of USD 5 Million for the Composite Materials division.

Instrumental in the successful development of strategic plans from 2014 to 2016 through in-depth market research and partner evaluation in GCC market resulting in forming the foundation of Crane's future networks.

Completed a training in "Miller Heiman's Strategic Selling Skills (SSS)" and achieved global professional selling skills. Job Responsibilities:

Implemented effective strategies to drive maximum sales growth with existing accounts and proactively acquire new customers by generating proposals that define a clear path to client satisfaction and revenue growth.

Responsible for business monitoring and reporting to track the overall sales growth and progress, identify issues that may affect sales performance, highlight emerging business opportunities and improve existing sales plans.

Displayed strong expertise in conducting competitive analysis to understand competitors' strengths and weaknesses, while gaining insights about their products, customers, pricing strategies, promotions, as well as sales and marketing tactics.

Provided support in the recruitment and selection process of sales and marketing staff, including training and development, performance management, employee engagement and manpower planning.

Stayed on top of all the market developments within the assigned territory by taking ownership of market intelligence and maintaining awareness of emerging trends, market shifts and new consumer behaviour. Cloisall is a leading UAE-based interiors & fit-out contractor operating in the mid to high-end luxury space specializes in turnkey solutions for commercial, retail, government and hospitality projects. The company's diversified business activities include interior contracting, manufacturing and trading of building materials & chemicals.

### ● Sales Manager

Cloisall Co. (Fitout & Trading) | Feb 2007 - Jul 2013

### ● Sales Manager

Cloisall Co. | Feb 2007 - Jul 2013

Notable Achievements:

Track record of success in spearheading the delivery of multiple projects in: Terminal 3, Dubai Airport Concourse 3, Dubai Airport Al Maktoum Airport Jebel Ali Exhibition Center Burj Khalifa New York University Yas Mall DIFC Dubai Airport Le Meridian Le Meridian, Mina Seyahy Obreoi Hotel, Business Bay Fujairah City Center Das Island Airport, Abu Dhabi ADNOC Housing Complex, Abu Dhabi Job Responsibilities:

Exemplified strong leadership in managing the department with responsibilities to lead the sales team, explore untapped opportunities, formulate high-quality sales strategy, and developing standard operating procedures.

Built and sustained long-term partnerships with key clients, such as ADNOC, Ministry of Defence, Ministry of Public Works, Al Naboodah Group, Al Shafar Group, Al Rostamani, Alec LLC, Al Futtaim Carillion, HLG, Arabtec, Atkins, Dar Al Handasah, Stantec-Burt Hill, Obermier, Leo A Daly, NEB, Astorino, DSA, Woods Bagot, etc.

### ● Sr. Business Development Executive

al Reyami Group (Fitout & Trading) | Jan 2004 - Jan 2007

### ● Sales Executive

al Makhawy Group | Feb 2003 - Jan 2004

### ● Sales & Marketing Area In-Charge

Diamond Shower Screens Ltd. | Jan 1996 - Jan 2003

- **Ports Inspector**

Dumyat Port | Jan 1995 - Jan 1996