

Sameh Rageh Shehatou

Contact Information

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Personal Information

Nationality: Egyptian

Location : Riyadh (Able to relocate)



Skills and knowledge

- Excellent communication skills (verbal, non-verbal) in both Arabic & English
- Working skills in excel Spreadsheets (manipulate, analyze and visualize data)
- Basics of accounting (invoicing, financial statements, reconciliation) and logistic knowledge.
- Sales, marketing knowledge and skills.
- Knowledge and working experience with manufacturing & production cycle.
- Very good coordination skills between different departments through all project's phases
- Good understanding of customer service basics, help desk & customer support cycle with knowledge of CRM and software i.e. HupSpot.
- Basic knowledge of data analytics with continuous studying & practicing of tools.
- Ability to identify priorities and execute critical tasks under deadlines.
- Strong analytical and problem-solving skills.
- Ability to lead employees efficiently and fairly with supervisory skills.
- Flexible to work in different rotational shifts if needed.
- Fast learner.

Working Experience :

**Senior Business Development
Executive**

Company : Alan Advertising

**Industry: Digital Marketing and
Advertising**

Riyadh , Saudi arabia

From June 2025, till present

Senior Business Developer

Company : Heroes Hive

Industry : Freelancing Platform

Mansoura,Egypt

From Oct. 2024 till May 2025

Sales Manger

Company : Ejjadh digital solution

Industry :Saas,Digital Marketing

Jeddah , Saudi arabia

Job type : Remote

From Sep. 2023 till Sep. 2024

Senior Sales Account Manger

Company: Shahbandr

Sheikh Zayed, Giza

Company industry: Software/E-commerce

From July 2023 till present

Job Description:

- Discover qualified opportunities by responding to inbound interests and targeted outbound prospects to build and establish long-term relationships.
- Make outbound calls to prospects to identify high quality opportunities
- Update and manage all sales activities, opportunities, and account information in CRM
- Consistently achieve monthly quota of qualified opportunities
- Track sales process and update CRM daily
- Provide assistance on customer call campaigns that require customer to upgrade existing systems
- Assist in follow up from key marketing campaigns

Business Developer

Company: Elbatt for E-commerce

**El Mansoura, Ad Daqahliyah,
Egypt**

Company industry: E-commerce/Digital Marketing

From Oct. 2022 till June 2023

job description

- Getting to know all the products and services offered by our company.
- Suggesting appropriate B2B products/services and developing the current ones to increase customer satisfaction and loyalty by cooperating with sales and technical departments.
- Developing strong relationships with potential clients to capture new opportunities while maintaining long-term relationships with the current B2B clients.

Responsibilities:

- Generate and determine qualified leads.
- Create new Business opportunities, with new customers and existing

customers.

- Reach potential customers through cold calling, face-to-face meetings.
- Provide customers with new quotations and negotiate them.
- Update management with all details on the Customers.
- Gather feedback from customers or prospects and share with internal teams.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results.

Elbatt for E-commerce

Technical Director

February 2022 - June 2022 (5 months)

El Mansoura, Ad Daqahliyah, Egypt

Operation Supervisor

Company: Grand Community Location: Mansoura, Egypt

Company industry: Marketing & Advertising

Working hours: 10 hrs, rotational shifts

from November 2021, till January 2022

- Supervising staff members, scheduling, adherence to the company rules, and performance.
- Review the new campaigns before starting, and getting all needed information and support from sales team to make the campaign as per the agreed standard with client.
- Daily checks the handover, campaign progress, sheets, coverage,

WhatsApp Communications, and achievements.

- Direct the shift leader to handle the urgent business, and help the staff to understand the urgency.
- Coaching the new agents, and playing an essential part in skills development of all the team.

Project coordinator

Job type: Freelancer

Job Location: Egypt

From February 2019, till October 2021

Project coordinator

Company: Wajhat Glass & Aluminum

Company Location: Riyadh, SA

Company industry: manufacturing / (curtain Walls, doors)

From January 2019, till January 2020

Project coordinator

Company: Saudi Etqaan for trading

Company Location: Riyadh, SA

Company industry: construction/ Door Hardware Accessories

from April 2014, till August 2018

Main Duties:

- Maintaining and monitoring project plans, project schedules according contract.
- Organizing, attending, and participating in stakeholder meetings and following up on important actions and decisions from meetings.
- Ensuring project deadlines are met & determining project changes.
- Ensuring projects adhere to frameworks and all documentation is maintained appropriately for each project.
- Assess project risks and issues and provide solutions where applicable.
- Constant communication with customers and Work to solve the problems on the site
- Assist the Project Manager with providing data, reports required & providing administrative support as needed.
- Organizing project logistics and Coordinate daily warehouse activities such as receiving and storing goods, managing inventory levels, ensuring the efficient delivery of goods and
- Supervising staff for shipping and delivery of our products smoothly and correctly.
- working closely and Coordinate with different departments (sales, logistic, finance)
- Controlling projects documentation and ensuring all documentation meets formal requirements and required standards
- Sorting, storing and retrieving electronic and hard copy documents
- Track on a daily basis on the progress and follow up.

Past Roles & Responsibilities:

Medical sales specialist

Hayat factory medical cosmetics

Location: Saudi Arabia, Riyadh

Company Industry: Pharmaceutical

Job Role: Marketing / Sales

From March 2013 – march 2014

Full timer medical representative

Egyptian group for drug trading

Location: Egypt

Company Industry: Pharmaceutical

Job Role: Marketing / Sales

From February 2009 - August 2012

Part timer medical representative

Santex pharma

Company Industry: Pharmaceutical

Job Role: Marketing /sales

-from December 2006 till January 2008

Main Duties:

- Achieve the company's sales objectives, market share growth within agreed timescales.
- Manage the business relationship with different stakeholders towards achieving company objectives
- Promote the company's products to healthcare professionals to demonstrate the value that our

Products provide to the patients/customers.

- Achieve agreed on calls, coverage, and frequency targets through face to face and meetings

And manage the delivery of customer-centric activities.

- Follow-up with (physicians, pharmacists, paramedical assistant) and gather feedback and

Inquiries regarding their experience with products

- Update the customer list regularly considering customer segmentation and targeting.
- Ensure consistent sales growth and the achievement of sales targets in the assigned territory.
- Share market feedback with the marketing team towards customer-centric campaigns.
- Monitor the activities of the competitors on the field to report to the management and propose or recommend appropriate activities.
- Explore new business opportunities while maintaining the existing ones.
- Develop, maintain, and retain a solid business relationship with key opinion leaders (KOLs) and Key decision-makers (KDMs).
- Maintain the highest level for both medical and product knowledge along with other competitor's data

Education

Bachelor's degree / faculty of science

Mansoura University.

Location: Mansoura, Egypt

Completion Date: November 2006

Training

Orascom for training & information technology

Duration: 11 months (From 1 February 2008 -30 December 2008).

Training by: ministry of information technology scholarship -advanced program.