

Markus Magdy Tawadrous

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Location: Al Khobar, Eastern Saudi Arabia

OBJECTIVE

With 14+ years of experience and proven track record of excellence in Procurement, sales wholesale or retail, warehousing, logistics and Tourism Industry. Led Businesses in different countries and learned many cultures so I bring a unique blend of skills in financial management and a good team Player. My multi-industry expertise and background driven by passion to learn made me ready for Growth and elevate business success .

EDUCATION

Bachelors of Business Management for Tourism and Hotels – El Minya University. (2009)

LANGUAGES

Arabic	Mother thong
English	Very Good (Speaking, Reading & Writing)
German	Good
Swahili	Basics

EXPERIENCE & WORK HISTORY

Beta Star Co. Saudi Arabia (February 2024–Current)

Business Developing Manager

- Developed and executed go-to-market strategy for Construction.
- managed to bring over 23 construction projects to the company and executed them successfully meeting deadlines and maintaining quality standards. .
- Managed to open another branch specialized in Construction Materials Trading which made good revenue for the company.
- Oversaw all phases of construction projects including tendering, budgeting, procurement, subcontractor management, and on-site supervision.
- Handled all company operations, including legal setup, team recruitment, marketing, and financial management.
- Represented the business in meetings with clients, consultants, and government bodies to win approvals and contracts.
- Designed and executed a local marketing strategy, including social media, word-of-mouth, and referral programs.
- Coordinated with architects, engineers, and suppliers to align project goals and resolve technical challenges.
- Handled payroll, attendance, and performance reviews for employees and subcontractors.

- Prepared project budgets, monitored expenditures, and managed cash flow to ensure financial stability.
- Handled procurement of construction materials, equipment rentals, and vendor negotiations.
- Secured strategic partnerships with suppliers and subcontractors, reducing project cost.
- Led the entire sales cycle, from initial contact and qualification to proposal development and contract negotiation, resulting in the successful closure
- Analyzed project profitability and market trends to provide data-driven insights and recommendations to the executive team.

Rikaz Al Sahab Co. Saudi Arabia (February 2023 – February 2024)
Procurement Specialist.

- Led Evaluation of potential suppliers based on Quality, reliability, financial stability and capacity.
- Managed Procurement budgets and successfully achieved Cost Reduction.
- Resolved Many conflicts between Stakeholders and Suppliers.
- successfully Negotiated Pricing, Terms and agreements with suppliers to maximize profit.
- Managed Suppliers Relationship To ensure timely deliveries, high quality standards and resolve issues.
- Processed Purchase orders accurately ensuring proper documentation.
- Managed inventory levels to minimize excess stock and prevent stockouts.
- Kept Tracking market trends such as lightning units to have advantage on our comitatives.
- Cooperated with warehouse and logistics team to coordinate efficient inventory movement to sites.

Blue Pearl Trade Co. Tanzania (January 2019 – November 2022)
Operations Manager

- Growing Sales and boosting Profit by applying Sales Strategies.
- Managed 10+ staff members, maintained high-performing business operations.
- Identified Market needs and provided tailored solutions to boost sales.
- financial cost control and planned business operations.
- Improved end-to-end supply chain activities, inventory and procurement.
- Slashed payroll/benefits administration cost by negotiating pricing and fees while ensuring the continuation and enhancement of the service.
- Minimized the clearance costs of containers from ports.
- Promoted offers and deals on social media channels to increase customer engagement.
- Negotiated Logistics and transportation contracts to reduce shipping cost.
- Successfully secured favorable conditions and payment terms

- Developed warehouse system that provides easy access to products.
- Established new channels for distributing our food products.

United Gulf Trade CO. Dubai UAE (July 2017 – November 2018)
Sales Specialist

- Growing Sales and boosting Profit by applying Sales Strategies.
- Developed sales strategies to penetrate new markets and expand customer base.
- Demonstrated deep understanding for our products and developed new presentations and offers.
- Promoting offers and deals on social media channels to increase customer engagement.

Egypt Inside Out Travel, Egypt (June 2012 – May 2017)
Operation Manager

- Booking (Daily trips, Hotels, Flights, and Transportation).
- Negotiated below-average hotel costs to maximize earning possibilities.
- Tracked flight prices to secure best-possible prices for customer trips.
- Calculated competitive tour quotes to increase bookings and grow revenue.
- Handling the financials and bank transfers from our German agents.
- Arranging and joining the daily trips.
- Established internal databases and record management systems to ensure accuracy and integrity of all documentation and data.

Cairo Star Tours, Egypt (February 2009 – June 2012)
Tour Operator

- Booking (Daily trips, Hotels, Flights, and Transportation).
- Arranging and joining the daily trips.

PROFESSIONAL DEVELOPMENT COURSES

- Goethe institute (German Course).
- American University – Cairo (English Course).
- Sales & Marketing course in Future Academy .

- Egypt Air Airport agent training.
- Ministry of Tourism assisting course.
- Training in Flash International Travel in Cairo.

SKILLS

*Business leadership *Administrative work *Market Research	*Sales tracking wholesale retail *Logistics and Supply chain Operations *Negotiation Skills	*Procurement Deals *Stocking and Inventory Control *Data Management	*Budget Control *Problem Solving
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