

**KAREM MOKHTAR**
OPERATION MANAGER

CONTACT



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SKILLS

- Sales management
- Business development
- Commercial negotiating
- Key account management
- Leadership and team management
- Customer service
- Market analysis
- Sales forecast

LANGUAGES

English

HOBBIES

- Football
- Reading
- Camping

KAREM MOKHTAR

Sales & Operations Manager

PROFILE

Operations Manager at Tabra Arab Doors Group (Tabra Doors)
Supervising the supply and installation processes for the group's projects throughout the Kingdom of Saudi Arabia
Supervising the installation crew and coordinating to resolve obstacles and problems during the process - Providing all project needs for rapid installation and coordinating with project management during the supply and installation phases.
Supervising manufacturing operations in Arab and Asian countries, reviewing the special designs for each site and the required materials according to the approved design until reaching the site and following up on installation plans.

PROFESSIONAL EXPERIENCE

Sales Manager, Site Operations Manager

Sallam Al-Enjaz Company - Supply, installation, and manufacturing of wooden doors and metal works.

From 2021 to 2023

- Develop and implement sales strategies to meet and exceed monthly and annual sales targets.
- Build strong relationships with existing customers and key accounts
- Negotiate contracts and agreements with clients
- Prepare sales reports, performance analysis

Kingdom Operations Manager

Tabra Arab Contracting Group (Tabra Doors) January 2023 - December 2025

- Manage a portfolio of clients and develop new business relationships.
- Present products and services to potential customers
- Negotiate terms of sale and conclude contracts successfully.
- Collaborate with internal teams to ensure customer satisfaction and resolve any issues.
- Achieve and exceed assigned sales targets.
- Project Operations Manager, monitoring project schedule, supply, installation and design schedule.

EDUCATION

Kafrelsheikh University / Diploma in Specialized Studies in Communications, Egypt Year of graduation(2009).