

Curriculum Vitae

Ayman Akl

Personal Information

Ayman Aly Mohamed Akl

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Website: <https://linkedin.com/ayman-akl>

Sex: Male / Date of Birth: 25/04/1973 / Nationality: Egypt

Work Experience

1st of June 2024 till now, Used business Manager
Darby Industrial Ltd, Cairo office

Equipment / Marine sales & purchasing with mining and construction sectors

Business location Egypt, Jordan and Libya

Job required to buy machines with target 5 M USD from those counties based on customer requirements and selling used equipment with target 15M USD

1st July 2023 to 31 May 2024 Hyundai Business Manager
Alliance Business Group , Ethiopia

- First round consulting to secure the dealership for Hyundai heavy equipment in Ethiopia. this involved creating a business strategy, sharing it with the Hyundai team, negotiating, and winning the dealership highly competitive with other suppliers used to get the dealership..
- second round following the receipt of the dealership agreement, the order plan, the setup of the company's workshop and parts store, and the hiring of a team comprising the sales, marketing, and service departments.
- Agreed to order 100 units with totally value USD 10, 000 M as first year to be increased every year by 15%
- Agreed to order parts valued at \$150,000 USD during the first six months in order to service the present Hyundai customers, with the amount to be increased by 20% over the following six months.

1st Nov, 2018 to 31st Mar 2023, Deputy General Manager

Ancients Comptoirs Ries (A.C.Ries), NEFC group
Djibouti.

Roles and Responsibilities

- Oversee Daily Operations taking charge of daily operations, ensuring smooth and efficient functioning across all departments and functions.
- Coordinate Product Distribution by collaborating with departments involved in product distribution, such as sales, marketing, and logistics, to ensure timely and effective delivery to customers.
- Analyse financial documents and activity data to generate productivity measurements and performance reports, providing insights for informed decision-making.
- Manage Staff Performance by working with schedules, monitor staff performance, and provide guidance, feedback, and coaching to maximize productivity and achieve departmental goals.
- Ensure Compliance that all work performed aligns with departmental aims and objectives, working towards the overall goals of the organization.
- Foster Cross-Functional Collaboration: Collaborate with other managers and departments to foster a cooperative and collaborative work environment, driving cross-functional cooperation for overall success.
- Identify Process Improvement Opportunities to improve and implement strategies to enhance operational efficiency and effectiveness.
- Contribute to Strategic Planning to initiatives, providing insights and recommendations based on operational knowledge and expertise to drive future growth and success.

1stSep, 2016 to 31stOct 2018 CAT USED Sales Manager

AnciensComptoirs Ries (A.C.Ries), NEFC group

Djibouti and Dubai offices

Roles and Responsibilities

- Develop and execute a comprehensive sales strategy for CAT USED products, aligned with business objectives and targets.
- Lead and manage a team of sales professionals, providing guidance, training, and support to drive their performance.
- Build and maintain strong relationships with key customers, identifying new business opportunities and expanding the customer base.
- Oversee sales operations, including inventory management, pricing, and order processing.
- Collaborate with internal teams to ensure seamless coordination and support for sales activities.
- Drive the achievement of sales targets and revenue goals for CAT USED products through effective sales strategies and team management.

1stJan, 2016 to 31stDec,2016 Territory Sales Representative

Shantui Heavy Construction Equipment

Egypt, South Sudan and Libya

Roles and Responsibilities

- Develop and implement sales strategies to achieve revenue targets in the assigned territory.
- Identify and prospect new customers, build and maintain strong relationships with existing customers.
- Conduct product demonstrations and presentations to potential clients, addressing their needs and providing solutions.
- Collaborate with internal teams to ensure smooth order processing, timely delivery, and customer satisfaction.
- Monitor market trends, competitor activities, and customer feedback to identify opportunities and challenges.
- Prepare sales reports, forecasts, and budgets, providing regular updates to management.

1st of Jan 2014 to 1November 2015

Cat Used Machines Sales Manager

Mantrac (Sole Dealer for CATERRPILLAR)

Jebel Ali, Dubai

Roles and Responsibilities

- Develop and execute sales strategies to achieve sales targets for Cat Used Machines in the assigned territory.
- Identify and prospect potential customers, build and maintain strong relationships with existing clients.
- Conduct product presentations, demonstrations, and negotiations to close sales deals.
- Collaborate with internal teams to ensure timely delivery, proper documentation, and customer satisfaction.
- Monitor market trends, competitor activities, and customer feedback to identify opportunities and challenges.
- Prepare sales reports, forecasts, and budgets, providing regular updates to management.

1stJan, 2011 to 31st Dec, 2013

Rental & Used Machines Sales Manager

Mantrac (Sole Dealer for CATERRPILLAR)

Cairo, Egypt

Roles and Responsibilities

- Develop and execute a robust sales strategy to drive rental and used machine sales, exceeding revenue targets.
- Identify and cultivate a network of potential customers, establishing strong relationships to maximize sales opportunities.
- Conduct compelling product presentations and demonstrations, showcasing the value and capabilities of rental and used Cat machines.
- Collaborate closely with internal teams, including marketing and operations, to ensure seamless coordination and exceptional customer service.
- Proactively monitor market trends, competitor activities, and customer needs to identify areas for business growth and differentiate offerings.
- Prepare comprehensive sales proposals, negotiate contracts, and close deals, consistently achieving or surpassing sales quotas.

1st June 2008 to 31st December 2010

Assistance Product Support Manage

Komatsu Middle East-FZE
Cairo, Egypt ,

1st June, 2006 to 31st May, 2008

Parts &Service Senior Sales Rep

Zahid Tractors Co. (Sole Dealer for CATERRPILLAR Equipment in Saudi Arabia) Saudi Arabia

1st June, 2004 to 31st Mar, 2006

Used & Rental Senior Sales Engineer

Mantrac (Sole Dealer for CATERRPILLAR)

Cairo, Egypt

11st June, 1998 to 28th Feb, 2004

Field Service Engineer

Mantrac (Sole Dealer for CATERRPILLAR)

Cairo, Egypt

OTHER ACHIEVEMENTS

Successfully restructured and optimized sales, after-sales, marketing, and advertising processes, resulting in a substantial increase in company revenue from USD 4.3 million to USD 8.2 million within a span of four years.

Mother Language (s)

Arabic

English: Fluent

French: Fair

Personal Skills

- implemented revised cost management strategies and policies, leading to improved profitability with a net profit of 10% in the previous fiscal year.
- Demonstrated strong leadership by effectively managing dealership operations, overseeing day-to day activities, and conducting weekly management meetings to align efforts and focus on achieving organizational goals.
- Provided guidance and support to the sales staff through regular supervision meetings, offering valuable advice and insights to enhance their performance and drive sales growth.

Education

Bachelor of Electrical Engineering

Mina University , may 1996

MBA Marketing

Elsca University France ,2013

Communication skills: good communication skills gained through my experience as project Management.

Organizational / managerial skills: Decision making, Strategic thinking and planning (by working with

diverse team)

Job-related skills: Critical thinking and problem solving

Computer skills: Spreadsheet, Presenting tools, design and creative, Ms Office

Other skills: Leadership and Time management

Driving license: Yes, Egyptian and UAE

Reference

Name: Hussein Al-Amoudi

Position: CEO

Organization: NEFC Group

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