

EKRIMAH EL-JAMRI



CONTACT

@ e.babiker123@gmail.com

+974-66408606

Doha, Qatar

<https://www.linkedin.com/in/ekrimah-babiker-b34393164/>

PERSONAL DETAILS

Date of Birth : 30/03/1988

Marital Status : Married

Nationality : Sudanese

Driving Licence : GCC Qatar, Saudi Arabia

SKILLS

Contract /pricing negotiations

Financial operations knowledge

Budgeting and expenses control

Inventory control and Logistics knowledge

Sales and after sales management

Marketing and business development strategy

National and international accounts management

Presentations and Training

Sales report and KPI

ABOUT ME

Accomplished Sales Leader offering 10 years of experience developing and maximizing the sales. Diligent in building and retaining accounts by providing support and attentive service. Expertise in marketing strategies, product promotion and merchandising to achieve market penetration. Talented in identifying and capitalizing on emerging market trends and revenue opportunities. Successful record of expanding network connections through persuasive brand imaging

EDUCATION

University of Omdurman Islamic (Faculty of Engineering).
2011

B.Sc. Mechanical engineering

CAREER EXPERIENCE

Matrix Specialty lubricant /Autoshaf (Qatar - UAE)

May-2019 - Present

Sales Manager - Agent Manager

- Grew sales and boosted profits, applying proactive management strategies and enhancing sales training.
- Met with clients, delivering presentations, and educating on product and service features and offerings. Also established and cultivated solid business relationships with new or existing customers.
- Conducted team meetings to reinforce goals and objectives and set clear expectations about policies and procedures.
- Enhanced profitability by developing pipelines utilizing marketing, sales and pricing strategies.
- Maintained financial controls, planned business operations and control expenses while identifying and pursuing opportunities to grow business operations and boost profits.
- Compiled and analyzed data to determine approaches to improve sales and performance.
- Collaborated with advertising group to create uniformity between advertising messages and retail incentives.
- Resolved problems with high-profile customers to maintain relationships and increase return customer base.

Research and strategic analysis

Staff development and motivation

Extensive personal network

System and CRM softwares (Sales force,Oracle)

COURSES AND CERTIFICATES

Project Management. E3mal business academy

Project Marketing Certificate. E3mal business academy

Business Plan, E3mal business academy

Pricing strategies. E3mal business academy

Fuchs lubricant base oil & additional training program, Yanbu Fuchs plant 2016.

Fuchs lubricant Marine training program, Yanbu Fuchs plant 2016.

Lubricants introduction (Lubrizol).

Fuchs Petroleum company (Saudi Arabia - Western region)

Mar-2015 - Feb-2019

Sr.Sales Engineer - Assistance sales manager

- Used critical thinking to break down problems, evaluate solutions and make decisions.

- Searching for new clients who could benefit from our products in a designated region, travelling to visit potential clients, establishing new, and maintaining existing, relationships with customers.

- Calculating client quotations, negotiating tender and contract terms, Negotiating and closing sales by agreeing terms and conditions.

- Offering after-sales support services, administering client accounts, Analyzing Costs and sales.

- Making technical presentations and demonstrating how a product will meet client needs, Providing pre-sales technical assistance and product education.

- Solving client problems, helping in the design of custom-made products.

- Preparing reports for Sales manager, meeting regular sales targets, Recording and maintaining client contact data.

Salih Abdul-Aziz Aba Hussain Co. Ltd. JCB Heavy equipment

Sep-2012 - Feb-2015

Sales Engineer

- Proven ability to learn quickly and adapt to new situations.

- Skilled at working independently and collaboratively in a team environment.

- Excellent communication skills, both verbal and written.

- Participated in team projects, demonstrating an ability to work collaboratively and effectively.

- Successfully operated heavy equipment such as forklifts.

- Gained extensive knowledge in data entry, analysis and reporting.

- Used effective data analysis and sales strategies to increase win prospect buy-in and demonstrate system benefits.

- Submitted booking forecasts, monthly highlights and CRM entries.

- Attended trade shows and seminars to promote products and network with industry contacts.