

HASSAN HOSNI SOLIMAN



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Professional Summary

Sales, Marketing, and Real Estate Development professional with over 10 years of experience in Saudi and Egyptian markets. Proven track record in B2B & B2C sales, closing high-value real estate and corporate sales deals, and consistently exceeding revenue targets. Skilled in business development, digital marketing, and strategic sales management. Adept at building and maintaining client relationships, leading teams, negotiating, and implementing innovative campaigns that enhance market share and customer acquisition.

EDUCATION

Bachelor's Degree In Business Administration

Taibah University For Computer And Administrative Sciences | Cairo | 2006 - 2010

PROFESSIONAL EXPERIENCES

- **CEO – RIMAN TURKY | Medina | 2024-2025**

Increased sales by 15% through staff efficiency improvements and training.
Boosted delivery sales by 25% via integration of systems with digital marketing strategies.

- **Branch Manager – TREND | Medina | 2022-2024**

Improved customer retention by 25% through loyalty programs and enhanced service.
Directed over 20 promotional campaigns, increasing brand awareness and customer acquisition.

- **Sales Manager – Lahzat Khayal | Medina | 2021-2022**

Achieved 40% growth in group bookings through tailored offers.
Reduced operational costs by 15% via effective resource management and performance evaluation.

- **Sales Manager – Moon City | Medina | 2019-2021**

Led a 15-member sales team and improved productivity by 20%.
Increased revenue by 25% through customer experience strategies and targeted marketing.

- **Marketing Manager – Al Shams Foundation | Medina | 2018-2019**

Expanded market share by 15% by strengthening relationships with travel agencies and booking platforms.

- **Marketing Manager – City Metal | Cairo | 2015-2018**

Expanded B2C customer base by 20% through promotional campaigns.
Entered 5 new markets and achieved 20% market share growth.

- **Sales Consultant – Memaar Al Morshedy | Cairo | 2009-2011**

Closed over 50 deals worth a total of \$5M.
Increased conversion rate by 12% through CRM enhancements and effective client management.

- **Area Manager – Vodafone | Cairo | 2007-2009**

Increased revenue by 30% via improved sales strategies.

Managed a 70-member sales team and achieved 25% market share growth.

COURSES

Agile Leadership – Harvard University

Leadership & Creating Public Value – Harvard University

B2B Sales Strategy

Digital Marketing from Scratch

Real Estate Marketing

Customer Relationship Management (CRM)

Search Engine Optimization (SEO)

SKILLS

- B2B & B2C Sales
- Business Development
- Strategic Sales Management
- Negotiation & Closing Deals
- Client Relationship Management (CRM)
- Social Media Sales
- Real Estate Marketing
- Digital Marketing Campaigns
- Stakeholder Management
- Customer Acquisition
- Upselling & Cross-Selling
- Data Analysis & Decision Making
- Financial Planning & Budget Management
- Sales Forecasting
- Change Management
- Quality Assurance
- Team Leadership & Motivation
- Customer Satisfaction
- Performance Marketing
- Communication Skills

LANGUAGES

- Arabic
- English

Advantages

- Holding a valid residency permit as the spouse of a Saudi citizen
- No need for sponsorship transfer
- Valid driver's license and access to a personal vehicle