
Ahmed Saad Orban Khalil

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Sales and Marketing Specialist with 5+ years of proven experience in driving business growth, developing strategic marketing campaigns, and leading successful sales initiatives. Adept at customer relationship management (CRM), contract negotiation, and competitive market analysis. Achieved measurable results, including a 25% increase in sales and 20% improvement in customer retention. Skilled in leveraging digital tools and traditional marketing strategies to enhance market penetration and revenue growth.

Experience

El-Khier International Hospital, Mansoura, Egypt

March 2023 – December 2024

Assistant Contracting Manager & Public Relations Specialist

- Negotiated and managed key contracts with insurance companies, ensuring alignment with organizational objectives and increasing profitability.
- Led the customer service team to improve customer satisfaction, resolving 90% of inquiries on the first interaction.
- Recovered 95% of overdue payments through strategic debt collection efforts and risk assessment.
- Expanded B2B partnerships, securing new clients and increasing service adoption

Allianz for Life and Non-Life Insurance Services, Delta Region, Egypt November 2020 – July 2022

financial Advisor

- Partnered with banks to deliver personalized Bancassurance solutions, achieving 100% of sales targets consistently.
- Conducted detailed financial assessments, resulting in optimal insurance recommendations and a 20% increase in customer retention rates.
- Provided training to sales teams on solution selling techniques, enhancing team performance.

Al Melhem for Home Appliances, Jeddah, Saudi Arabia

JANUARY 2016 – JULY 2019

Marketing and Sales Manager

- Achieved a 25% increase in sales by executing targeted digital marketing campaigns on platforms like Haraj.
- Developed and implemented innovative sales channels and strategies to boost customer acquisition.
- Conducted market research to identify trends and customer needs, ensuring effective marketing positioning.

El Serehy for Transportation Services, Jeddah, Saudi Arabia

May 2015 – December 2015

HR Assistant

- Managed employee documentation and payroll processes, ensuring 100% accuracy and compliance with company policies.
- Prepared official correspondence and formal reports, streamlining HR communications.
- Assisted in onboarding new hires, fostering smooth integration into company operations.

We Telecommunications, Egypt

June 2014 – March 2015

HR Assistant

- Managed employee documentation and payroll processes, ensuring 100% accuracy and compliance with company policies.
- Prepared official correspondence and formal reports, streamlining HR communications.
- Assisted in onboarding new hires, fostering smooth integration into company operations.

Education

Faculty of Commerce (English Section), Mansoura University – Egyp

2009 – 2014

Bachelor's Degree in Accounting

Training Courses & Certifications

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|-----------------------------------|------|
| 1. Revenue Cycle Management (RCM) | 2024 |
| 2. Financial Risk Analysis (FRA) | 2023 |

Skills & Other

Skills:

1. Sales Management & Analysis
2. Marketing Campaign Management
3. Customer Relationship Management (CRM)
4. Contract Drafting & Negotiation
5. Market Research & Competitive Analysis
6. Digital & Social Media Marketing
7. Lead Generation & Solution Selling
8. Business Development & Sales Channel Optimization
9. Risk Management & Strategic Planning
10. Data Analysis & Reporting

Languages:

English: Excellent

Arabic: Mother Language