
CANDIDATE RÉSUMÉ

Karim Nazih

Educational background & Post Graduate

University of Basque Country-Spain (Oct 08-Mar 10)
Faculty of Economics and Business Administration
Master in Marketing

Regional Information Technology Institute (RITI) (April -Aug. 07)
Professional Diploma in Project Management

The American University in Cairo (AUC) (Feb 03-June 04)
Institute of Management Development (IMD)
Professional Diploma in Sales Management

Ain Shams University - Faculty of Alsun (July 1997)
B.A. in Spanish language

Working experience

✚ **January 2013 till present - Business Development Manager**
“Konnekt for Business Development”

Duties and responsibilities

1. Introducing and initiating business activities of our customers in the target market
2. Escorting our customers through the shortest and most efficient route to success with the least cost possible in terms of time and money
3. Suggesting new ideas of expansion and growth in the market for our customers
4. Presenting comprehensive and constructive advice pertaining to the four major decision of going international
5. Detecting business opportunities and needs, then accordingly facilitating the right and trustworthy connection/partner, avoiding unnecessary loss of time, effort and money
6. Providing to clients/partners business growth opportunities through the adequate expansion mode that matches the growth needs of our client in terms of level of risk and commitment

✚ January 2009 till August 2012 - Sales and Export Manager, Spain
“Oriental Group”

Duties and responsibilities:

1. Introducing and initiating business activities of the group's companies in Spain
2. Increasing turnover of the group's companies already introduced
3. Attracting new customers and increasing the loyalty of existing ones
4. Presenting new ideas about the joint collaboration between the group's companies and the customers
5. Establishing business connections between all distribution channels in the relevant target market

✚ December 2005 till October 2008 - Business Development Manager
“El Sewedy Cables”

Duties and responsibilities:

1. Identify and develop business opportunities for the company abroad by contacting potential partners; discovering and exploring opportunities.
2. Help with the company's growth through increasing brand awareness, bringing in new customers, coordinating public relations efforts
3. Develop new markets through international cooperation and strategic alliances
4. Develop integration possibility of new venture to the company by studying partners' needs and goals.
5. Guide the department to ensure alignment with the company's strategies.
6. Participation in fairs related to business MATELEC MADRID (Oct. 2006)

✚ June 2002 till December 2005 - Sales and Export Manager
“Oriental Weavers”

Duties and responsibilities:

1. Plan and manage overseas sales through distributors and other relevant sales outlets
2. Develop sales plan and strategy for the market that ensures attainment of company sales goals and profitability.
3. Maintain contact with all clients in the market area to ensure high levels of client satisfaction.
4. Demonstrate ability to interact and cooperate with all company employees.
5. Keeping abreast of what competitors are doing
6. Participation in fairs related to business DOMOTEX HANOVER (Jan. 03-04-05)

✚ Jun 1998-2002 Freelancer Spanish speaking tour guide

Languages

- ✓ **Arabic:** Mother tongue
- ✓ **English:** Fluent written and spoken
- ✓ **Spanish:** Fluent written and spoken
- ✓ **French:** Basic knowledge written and spoken

Personality profile

- ✓ Self-motivated, result oriented with positive outlook and clear focus on business profit
- ✓ Proactive with diversified vision, dynamic, team player and problem solver

Skills

- ✓ Inter-personal, effective communication, Public Relations, Leadership, Negotiation