

Talal Hassanein

Business Development Manager



Khartoum - Sudan

T: +249912345461

+249900908689

Email: talalhy@gmail.com

Public Profile: <https://www.linkedin.com/in/talal-hassanein-48642146>

PERSONAL STATEMENT

An experienced and talented business development manager who has the motivation and right skill sets needed to ensure targets are met and everything gets done on time and to budget. Talal is highly organised, ambitious, driven and possesses the capability to develop maximum sales and profitability. He has an in-depth understanding of business development principles and he is able to think creatively from both a product and commercial perspective, and possesses the unique experience of having previously worked in a start-up environment. Also having superb communication skills means that he is more than able to build a profitable relationship with customers and key decision makers alike. He is someone who goes out and gets what he wants rather than waiting for it to be brought to him. Right now he is looking for a suitable position with a company that employs smart people and offers its staff great opportunities to learn, grow and succeed.

Managing



Business model design
Sales Administration
Commercial management
Strategic management
Staff management
Product design

Marketing



Presenting & pitching
Developing partnerships
Up selling Pricing strategies
Sales presentations
Lead management

Dynamic



Career orientated
Attaining goals Spotting opportunities
Networking skills Highly motivated Plenty of initiative

Smart



Tactful & diplomatic
Negotiating skills & Making deals
Strategy development
Developing ideas
Lateral thinker

CAREER HISTORY

FOSROC INTERNATIONAL – UAE

BUSINESS DEVELOPMENT MANAGER - SUDAN, S. SUDAN, EGYPT AND EAST AFRICA, AUG 2010 – Present

Responsible for expanding the company's product reach and profit revenues, and also developing the company's regional, national and international sales territory. On top of this also having overall charge of increasing the company turnover by driving sales growth through new and existing clients.

Duties

- Making sure that the company always keeps its goals and objectives firmly in sight.
- Keeping up to date with the latest developments in the marketplace.
- Ensuring a targeted, proactive and commercial approach to business development.
- Utilising extensive and existing industry insight and intelligence to propose new solutions to existing and prospective clients.
- Making sure that all sales opportunities are fully explored and captured.
- Constantly reviewing procedures and processes to look for ways to make them more efficient.
- Developing customer awareness of the company's services and products.
- Anticipating market trends in a fast changing business environment.
- Maintain customer quotation records on Dax and measure conversion rates.
- Obtain distributors input to DAX and monitor Market Reports to improve forecasting and track competitor activities.
- Ensure that the company HSE Quality procedures are maintained and be aware of individual responsibilities.

**Oman Oil Industry Supplies & Services Company LLC. Ltd – OMAN
AREA SALES MANAGER- SUDAN AND S.SUDAN, JAN 2007 – JULY 2010**

Responsible for managing new and existing accounts and developing them to their full potential to ensure consistent recurring revenues. Also in charge of providing clients with a service that continually delivers significant value and meets their needs.

Duties

- New Business Development via prospecting, qualifying, promoting and selling.
- Manage client relationship through all phases of the sales and after sales cycles.
- Provide account management to an existing territory.
- Tracking and updating customer information, forecasts and reports.
- Monitor and report on local market and competitor activities.
- Communicate, liaise, and negotiate internally and externally using appropriate methods to facilitate the development of profitable business and sustainable relationships.
- Other duties: control expenditure, risk management, handles logistics and handle problems quickly and efficiently and make effective decisions that will not only help the company run smoothly but that also serve to prevent difficult situations in the future.

**DIESEL GENERATORS CO. (Agent of F.G.WILSON & PERKINS) - SUDAN
SECTOR SALES MANAGER June 2005 - Dec. 2006**

Increasing businesses market share within existing markets and also successfully penetrating new markets.

Duties

- Setting sales targets for individual reps and team as a whole, according to company guidelines.
- Recruiting and training sales staff.
- Allocating areas to sales representatives.
- Developing sales strategies.
- Monitoring team's performance and motivating them to reach targets.
- Compiling and analysing sales figures.
- Dealing with some major customer accounts myself.
- Collecting customer feedback and market research.
- Keeping up to date with products and competitors.

**KIRBY BUILDING SYSTEMS – KUWAIT
SENIOR SALES ENGINEER – SUDAN, July 2003 - February 2005**

Duties

- Follow up Deals and Bringing New Offers
- Arrange Pre-design Sketches
- Market Share and Periodical Forecast
- Orders to Head Office, Follow up Shipment, Delivery to Customers & Erection of the Bld'gs.

**MEDCO (MASA for Engineering & Development Co) Subsidiary of MASA Group
SALES ENGINEER Sep.2001 Up To June2003**

Commercial Dep. Main Job Duties

- Agency Of Bakheet Co. in Saudi Arabia (KOBELCO,HAMM,SCHWING &VOGELE).
- Follow up the Marketing& Sales Procedures, Customer's Inquiries,
- Market Share, Orders to Bakheet Co., Stock Status, Pricing, Delivery and after sales services.

Petroleum & Water Department Other Duties

- In-charge of MASA midstream& downstream Tenders and projects:
Supply and installation of Water treatment plants, Drilling & Cementing fluids and accessories.

GIAD Industrial City Automotive & Heavy Machinery Company (Assembly, Body Building Factory)
PRODUCTION & QC ENGINEER Nov. 2000-June 2001

- Participated in the Erection of the Factory and installation of the production lines.
- Assembly of Trucks, Earth Moving Machinery and passengers vehicles RENAULT, HYUNDAI and NISSAN.

ACADEMIC

University of Medical Sciences and Technology UMST 2011
MBA Project Management

Sudan University of Science & Technology 2000
B.Sc. in Mechanical Engineering

TRAININGS

TITAL Co. LTD (Agent of KOMATSU)
Trainee Sales Engineer May- August 2000

DAL Motors Co. (MITSUBISHI, Mercedes and CAT)
Trainee Engineer July –Sep.2001

IVECO Trucks – Cairo Egypt Office.
30 hrs Training Period in Using IT2000 Software
Diagnosis System July 2005

Lean Six Sigma Green Belt Dec 2011

REFERENCES

Available on request