

TARIQ ABDELMONEM

SALES & MARKETING

+249(0)9180-41-792

tariqphenom@gmail.com

Khartoum Bahri North, Safia

About me.

Mission-oriented, Sales and Marketing, with 3+ years of experience in executing integrated sales and marketing plans from end-to-end. Work well both Independently and within a team, with dedication to collaborative approach, yet able to make tough calls independently when needed. Talent for hiring, training and mentoring highly engaged team members, seeking always to offer opportunities for others to rise in their talents and skills. Balancing multiple deadlines, while maintaining organized, yet creative, Diplomatic and tactful in interpersonal communication and decision making. Flexible and versatile- able to maintain a sense of humor under pressure-poised and professional. With an ability to transcend personal differences in order to reach a common goal.

Reference.

Mr. Mubarak

HR Manager | Tara Sports Center
P : +249123013387

Mr. Ahmed Abdelfatah

General Manager | Tara Sports Center
P : +249123751699

Work Experience.

Toyota - Golden Arrow/ Alamamoun group at Tara Sports Center

Sales And Marketing

2019 - Present

My contribution to the company was mainly in:

- Contributing information, ideas, and research to help develop marketing tactics and strategies.
- Help to detail, design, and implement marketing plans for each product or service being offered.
- Set marketing schedules, offers, bundles and coordinate with colleagues, sponsors, media representatives, and other professionals to implement strategies across multiple channels.
- Contribute in the marketing analysis, marketing analysis, paid ads campaign, organic campaigns and the overall customer journey.
- Develop sales strategies and approaches for various products and services, such as special promotions, sponsored events, etc.
- Answering questions from clients about product and service benefits.
- Maintaining excellent relationship with clients through superior customer service.
- Track sales, data and works to meet the objectives of the sales team, as well as sales forecasting.
- Develop trends, data, demographics, pricing strategies, and other information that can potentially improve marketing and sales performance.
- Create and present regular performance reports for managers and executives.
- Implement and adhere to company policies and procedures.
- Attend trade shows and meeting clients as needed.

Buthary transportation co.ltd

2013 - 2016

(Part-timer)

Operation officer

- Ensure positive client, supplier, and vendor relationships.
- Monitoring adherence to policies and processes throughout the company.
- Reporting to the Chief Operating Officer about company processes and procedures.

Education.

Canadian Sudanese College

2014 - 2018

Bachelor Of Information Technology

Here i received a lot of knowledge in Information technology and data analytics. GPA (3.26/4.0)

Shaw Academy- Coursera online education 2020- present

Various Courses

Here i obtained respectful knowledge in the below courses:

- (1) Marketing Analytics - online (Coursera) - ongoing training
- (2) Internal Controls - online (Coursera) - ongoing training
- (3) Digital Marketing - online - February 2022
- (4) Sales Development - online- December 2021

Skills.

Rapport building



Sales



Tech Support



Teamwork



Branding



Planning



Marketing



Creativity



TARIQ ABDELMONEM

SALES & MARKETING

Sales and Marketing

In Tara sports Center:

- Successfully delivered an excellent concept of hospitality and entertainment for all community segments.
- Helped Tara to create and add its own exclusive products along with the provided services.
- Successfully expanded culture and subject exchange with lots of embassies, organizations and community services such as UN IOM, EUROPEAN UNION, CANCER CENTER, SPANISH EMBASSY and many more.
- Successfully increased company's overall profit by 30%+ through good analytics, strategies e.g continuous events, workshops, weddings, festivals and creating a wide variety of new bundles and fitting memberships for clients.
- Proudly named the employee of the month
- With an outstanding team we were able to reflect a new concept of a brilliant hospitality and entertainment business in a very tough market such as the African market.

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Language

- English : Excellent
- German: Beginner level
- Arabic: Native