

Contact

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Top Skills

Team Management
Team Leadership
Teamwork

Languages

English
Arabic
germany

Honors-Awards

Dr. Sami Gabr

Dr.Hossam ELKenawy

Smart Homes and Solar Energy Marketing and Business
Development Expert +201554142436

Summary

- Ph. D at Marketing research .
- Master's degree (MBA at Marketing Research). - higher diploma (Diploma in Business of Development).
- Master Primary at Business Administration .- higher diploma (Diploma at Marketing research).
- Bachelor's degree (Commerce BSC at Business Administration). –
- I'm currently studying Ph.D. in Marketing

Languages

Arabic, English (and Germany as a beginner)

Experiences

- Executive & Development Manager at group of Companies for Electrical Distribution Panels, Elevators and Escalators , Building Materials and Paints Mecca , Saudi Arabia (from June 2012 - Present) .
- Director of Sales & Marketing at group of Companies, Saudi Arabia (from June 2006 – December 2011)
- Sales & Marketing Manager at Al-Jehani Est., Group Location: Jeddah, Saudi Arabia (from April 1996 - May 2006).
- Assistant Sales Manager at High Tech Automated System Co. (HITAS) Location: Cairo, Egypt (from June 1993 - March 1996).
- Sales Representative at Universal Center for Encyclopedia (U.C.E.) Location: Cairo, Egypt (from June 1988 - September 1992).

Training Courses

- Leadership Development.
- Project Management Professional (PMB ok 3rd Edition).
- sovereignty in real estate valuation.
- Feasibility Study for real estate projects.
- Strategies for Success.

Experience

Solar Land Energy

Vice President Of Marketing And Business Development

April 2018 - Present

Jeddah Governorate, Saudi Arabia

Sales & Business Development Director

Smart Homes Company

August 2015 - August 2017 (2 years 1 month)

<http://www.smarthomes-ksa.com>

I was manage the marketing and sales teams and to develop and implement plans

and marketing strategies and programs of short and long-term ,and the work of the weekly reports and monthly, quarterly and half yearly and annual review and with the Administration , Evaluates market reactions to advertising programs, merchandising policy, and product packaging and formulation to ensure the timely adjustment of marketing strategy and plans

to meet changing market and competitive conditions.

Homes - villas - palaces - businesses - hotels - hospitals - and any project

Convenience - Easy - providing - eco-friendly products

We contribute to the development of your unit and sell them if you are a real estate developer

group of Companies, Saudi Arabia

Director Of Sales And Business Development , Partner

June 2006 - July 2015 (9 years 2 months)

VP at saudi arabia

I was manage the marketing and sales teams and to develop and implement plans and marketing strategies and programs of short and long-term ,and the work of the weekly reports and monthly, quarterly and half yearly and annual review and with the Administration, to ensure the growth of profits , and the expansion of the company and the products and services. And confidence-building, and the value of others, effective communication, and implementation of the campaign, and encourage innovation, and focus on the customer, and cooperation with other departments in the company to solve problems creatively and high integrity. And follow-up activity of

competitors. And evaluation of marketing campaigns and pricing analysis of the positions of the preparation of reports on marketing activities. And adjust, and give him a record of me, praise God, to increase sales and open new distribution channels and training of sales within the company and assistance in the work of the Policies and Procedures Manual of the company, business development and assisting senior management and the company owners to take appropriate investment decisions.

Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.

- Evaluating marketing campaigns.
- Monitoring competitor activity.
- Analyzing pricing positions.
- Contributing to long-term marketing plans and strategies.
- Managing budgets.
- Develops and executes marketing plans and programs, both short and long range

, to ensure the profit growth and expansion of company products and/or services.

Al-Jehani Est., Group

General Manager

April 1996 - May 2006 (10 years 2 months)

Al-Riyadh Governorate, Saudi Arabia

I was manage the groups units and teams and to develop and implement plans and marketing strategies and programs of short and long-term ,and the work of the weekly reports and

monthly, quarterly and half yearly and annual review and with the Administration ,

Evaluates market reactions to advertising programs, merchandising policy, and product packaging and formulation to ensure the timely adjustment of marketing strategy and plans to meet changing market and competitive conditions.

- Recommends changes in basic structure and organization of marketing group to ensure the effective fulfillment of objectives assigned to it and provide the flexibility

to move swiftly in relation to marketing problems and opportunities.

- Prepares marketing activity reports.

Develops and recommends pricing strategy for the organization which will result in

the greatest share of the market over the long run.

High Tech Automated System Co. (HITAS)

• Assistant Sales Manager

June 1992 - March 1996 (3 years 10 months)

Education

Cambridge Education Group

Doctor of Philosophy (Ph.D.), PhD in Marketing · (2010 - 2016)

Cambridge Education Group

Master of Business Administration (M.B.A.), Master's degree , MBA at
Marketing Research · (2002 - 2005)

cambridge university

higher diploma, Diploma at Business of Development · (1999 - 2001)

Ain Shams University

higher diploma, Diploma at Marketing research Two Years after
BSC. · (1993 - 1995)

Ain Shams University

Bachelor's degree, Business administration · (1988 - 1992)