

Sales Manager



Badr Nasr Al Matari

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About Me

A multilingual sales manager with over 6 years of experience in launching new products and implementing sales strategies over a multi-region territory.

Experience

Manager of international projects

LLC Alliancenergostoryproyekt

Oct 2018- until now

- Monitoring project's financial status.
- Managing project personnel.
- Monitoring sub-recipient performance.
- Initiating timely requests for prior approval for changes when required (e.g. change in scope of work, re-budgeting, or reduction in committed effort).
- Disclosing conflicts of interest when required.
- Assists with the negotiation of award terms as needed.
- Managing project within budget limits.
- Choosing and studying international tenders.
- Assists with accounts receivable collections as needed.

Regional Sales Manager

LLC Global Snacks

Dec 2015 – Sep 2018

- Seeking new clients, signing contracts and creating a database.
- Meeting with customers to discuss their evolving needs and to assess the quality of our company's relationship with them.
- Providing daily reports of field sales success to superiors.
- Products delivery control.
- Organizing promotions (Tasting, free samples, etc.).

- Monitoring both the market and our main competitors.
- Preparing studies and market researches in Russia.
- Participation in international exhibitions.
- Managing and monitoring a team of sales.
- Responsible for solution implementation & meeting customer requirements.
- Evaluate marketing campaigns to boost sales growth.
- Legal control.
- Supervising marketing campaigns and client service performance.

Sales Manager

LLC Usef Trade

March 2014 – Nov 2015

- Seeking new clients, signing contracts and creating a database.
- Meeting with customers to discuss their evolving needs and to assess the quality of our company's relationship with them.
- Providing daily reports of field sales success to superiors.
- Products delivery control.
- Organizing promotions (Tasting, free samples, etc.).
- Monitoring both the market and our main competitors.

Sales Manager

LLC Euro Trade

March 2013 – Feb 2014

- Seeking new clients, signing contracts and creating a database.
- Meeting with customers to discuss their evolving needs and to assess the quality of our company's relationship with them.
- Providing daily reports of field sales success to superiors.
- Products delivery control.
- Organizing promotions (Tasting, free samples, etc.).
- Monitoring both the market and our main competitors.

Education

- **Graduated from** the international institute economics, law and Management
Nizhny Novgorod, Russia

BA in Economics

June 2011

- Master degree in Innovation management
Nizhny Novgorod State University of Architecture and Civil Engineering (NNSAGU)
June 2015
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Training

- Bank Society General Vostok - Nizhny Novgorod, Russia
2010
Credit manager
Summer training
Training duration 1 month
- LLC Belbadi Fashion- Dubai,UAE
2011
Administrative manager
Postgraduate training
Training duration 2 months

Qualifications

- Languages:
 - Russian: Native
 - Arabic: Native
 - English: Fluent
 - French: Intermediate
 - 1C: Enterprise
 - Microsoft office
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