

TAREK OSMAN

+965 50704550 @ tros55@hotmail.com www.linkedin.com/in/tarek-osman-16686971



PROFILE

Accomplished sales professional with 9+ years experience and proven track record in fostering long-term business relationships and exceeding sales targets. Expert at developing new business opportunities and delivering results quickly and efficiently. Proven ability to make good judgments and quick decisions. Known for a problem solving, work ethics and demonstrating superior interpersonal skills.

EXPERIENCE

Leader - Sales

Acico Industrial (Acico Group) 03/2025 - Present

- Generating and securing new B2B customers by identifying and pursuing business opportunities, building and maintaining strong customer relationships, and expanding the company's client base.
- Overseeing the daily operations of the sales department and supervising a team of 4 representatives.
- Negotiating and finalizing agreements with key customers.
- Promoting the other sectors and products of the group.

Key Account Manager

Kuwait Cement Company 12/2015 - 02/2025

- Secured 500+ new key and mid-size customers since I joined.
- Negotiated hundreds of contracts and agreements, several of them were the biggest in the company's history and surpassed 1 Million KD per a deal.
- Efficiently managing 100+ key customers with over 10 Million KD in sales annually and successfully fulfilling all of their requirements and needs on a daily basis with swift response and 100% satisfaction rate.
- Developed and maintained strong business relationships with the key stakeholders and decision makers of all the major companies in the building materials and construction industry of Kuwait and achieved outstanding knowledge of the local market.
- Built strong business relationships with existing customers, which led to increase their business by 50% and more in some cases and repaired critical relationships with dozens of former key customers and been able to restore their business with the company.
- Successfully overseeing the related work of sales officers, collection agents, accountants, dispatch officers and coordinating with management and the heads of other departments to ensure all the tasks are accomplished.

Archivist & Translator

Al-Qabas Newspaper 08/2007 - 08/2015

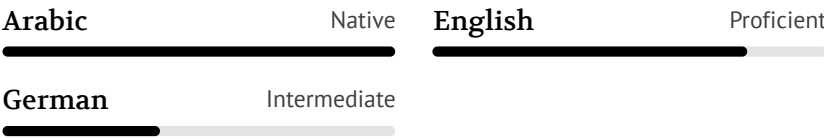
- Collected, maintained records and provided support to journalists.
- Managed archiving AFP, RUETERS and AP news agencies pictures.
- Translated 250+ pictures captions from English to Arabic on a daily basis.

Network Administrator

Al-Hadath Magazine 11/2006 - 08/2007

- Maintained and administrated computer networks and hardware.
- Ensured network security, assigned IP addresses to 20+ devices and enhanced operational efficiency.

LANGUAGES



SKILLS

SOFT SKILLS

Leadership

Time Management

Teamwork

Communication

Customer Service

Market Research

Persuasion

Negotiation

Multitasking

Attention to Detail

Problem-solving

Decision-making

Financial Acumen

Data Analysis

Cultural Competence

TECHNICAL SKILLS

Hardware

Software

Networks

HTML

ASP

JAVA

SQL

CSS

Web Design

MS Office

Oracle ERP

EDUCATION

Bachelor of Management Information Systems (MIS) – English Section

Modern Academy In Maadi (MAM)

2002 - 2006

High School Diploma

Model School of Nasr City

2002

PERSONAL INFORMATION

Date of Birth: 19 May 1985

Place of Birth & Residence: Kuwait

Nationality: Egyptian

Marital Status: Married

Residence Visa: Transferable 18

Driving Licenses & Car: Available