



WALEED MOUNIR

Business Consultant | Regional Trainer | Sales Expert

WORK PROFILE

Waleed Mounir is a high accomplished regional trainer and business consultant with over 15 years of experience.

He has a strong background in training companies and individuals in various aspects of business including sales, marketing entrepreneurship, and self-development. Waleed has worked extensively in Egypt, Saudi Arabia Bahrain, the United Arab Emirates and Palestine, delivering impactful training programs to diverse audiences.

With his expertise in training, Waleed has played a vital role in equipping companies and individuals with the necessary skills and knowledge to excel in their respective fields. He has successfully guided startups and institutions in their development journey, helping them to enhance their individuals' potential, improve management processes, and achieve strategic business growth.

His extensive practical experience in the field of sales and business development for more than 10 years, in addition to being a sales manager for more than 4 years, has provided him with a comprehensive understanding of the regional business landscape. He has worked closely with companies in various sectors, gaining valuable insights into the unique challenges and opportunities they face. His ability to provide customized solutions to meet the specific needs of each client has earned him a reputation for excellence in the industry.

TRAINING & CONSULTING EXPERIENCE

Sales & Soft Skills Trainer – LOGIC, Egypt & Saudi Arabia

April 2023 – Till Now

Providing training programs based on business simulation strategy for interpersonal skills and game-based training.

Sales & Soft Skills Trainer - Progress Consult Academy, Saudi Arabia

June 2021 – Till Now

Providing training courses aimed at developing the leadership and Selling skills of employees within Saudi companies.

Subject Matter Expert - Rawaj, Egypt & Saudi Arabia

May 2023 – Till Now

Responsible for preparing and delivering specialized training courses in the field of sales, in addition to providing professional support and guidance to individuals and companies.

Entrepreneurship Trainer & Business Mentor – TIEC -Technology Innovation and Entrepreneurship Center - Egypt

June 2023 – Till Now

Providing specialized training courses in the field of entrepreneurship, sales and marketing, in addition to providing support and guidance to startup companies.

Trainer & Business Mentor – Aspire Consulting and Training, Egypt

Aug 2023 – Till Now

Providing specialized training courses in the field of entrepreneurship, sales and interpersonal skills, in addition to providing support and guidance to startup companies.

Entrepreneurship Trainer & Business Mentor, Flow Accelerator, Palestine

Mar 2023 – Till Now

Providing specialized training courses in the field of entrepreneurship, sales and marketing, in addition to providing support and guidance to startup companies.

Entrepreneurship Trainer & Business Mentor - EYouth, Egypt & Gulf Area

Dec 2021 – Till Now

Participate in various programs to develop startups and young graduates through training courses in entrepreneurship, marketing and personal skills

Entrepreneurship & Soft Skills Trainer - INJAZ, Egypt

June 2019–Jan 2020

Participate in various programs to develop startups and young graduates through training courses in entrepreneurship, marketing and personal skills

THE TRAINING PROGRAMS THAT WERE DELIVERED, FOR EXAMPLE:

- Marketing Management
- Marketing strategies
- Consultative Selling
- Retail Selling Skills
- Business Development
- Sales Management
- Account Management
- Sales Force Design
- Sales Forecasting
- Professional Selling Skills
- Entrepreneurship
- Design Thinking
- Business Model Canvas
- B2B Sales for Startups
- Customer Acquisition
- Business Pitch
- Training of Trainers
- Customer Service
- Phone Etiquette
- Personal Branding
- Situational Leadership
- The Art of Negotiation
- Communication Skills
- Time Management
- Problem Solving
- The Art of Decision Making
- Presentation Skills
- Critical thinking
- Team Building
- Supervisory Skills
- Coaching Skills
- Business Writing

Sales Consultant & Trainer– *Imtenan, Egypt*

Feb 2023 – Till Now

Work on developing the sales department through workshops to identify gaps and also provide a set of training courses in the field of retail sales, in addition to conducting guidance sessions within the workplace to ensure the effectiveness of training.

Sales Consultant & Trainer– *EGYMAP Commercial Real Estate, Egypt*

June 2022 – Sep 2022

Work on developing the sales department through workshops to identify gaps and also provide a set of training courses.

Sales Consultant & Trainer– *ALDAU Development, Egypt*

Nov 2023 – Till Now

Providing specialized training courses such as consultative selling skills, SPIN technique, customer service, and negotiation skills, in addition to providing mentoring and guidance sessions to develop the sales department.

Sales Consultant & Trainer– *AL MURJAN Investment & Real estate, Saudi Arabia*

Feb 2023 – Till Now

Providing specialized training courses such as selling skills, customer service and leadership Skills.

Sales & Customer Service Trainer – *Spinneys, Egypt*

Dec 2019 – Sep 2023

Developing employees' skills by offering a range of training courses for different job levels in selling skills, customer service and personal skills.

Corporate Trainer - *PharmaOverseas, Egypt*

Jan 2012 – Feb 2017

Developing employees' skills by providing a set of training courses for different job levels in leadership skills, sales, customer service and personal skills.

WORK EXPERIENCE

Sales Manager - *JRM for Communications, Egypt and Saudi Arabia.*

Sep 2019 – Till Now

Managing sales and business development activities with a team of account managers to provide a range of digital transformation and IT infrastructure solutions

Sn. Sales Account Manager - *JRM for Communications, Egypt*

Aug 2018 – Sep 2019

Managing a portfolio of accounts in addition to generating new sales opportunities in the construction, energy and banking sectors to provide a range of digital transformation and IT infrastructure solutions

Area Sales Executive - *Sega – M Manufacture of electrical products, Egypt*

Dec 2016 – July 2018

Managing a portfolio of accounts as well as generating new sales opportunities in the construction sector and major retailers in the field of low and medium voltage electrical panels

Tele Sales Account Manager – *NetOne International, Egypt*

2014 – 2015

Managing a group of accounts and creating new sales opportunities using existing and potential customer networks in the field of telecommunications services within the US market

Training Head & Corporate Trainer - PharmaOverseas, Egypt

2012 – 2016

Managing the activities of the training department with a group of training specialists in terms of identifying training needs, in addition to preparing annual plans for training and employee development, contracting with training service providers, and evaluating the performance of trainers and the effectiveness of providing training programs.

HR Specialist – PharmaOverseas, Egypt

2010 – 2012

Responsible for the day-to-day HR operations, including recruiting new employees and processing termination paperwork, preparing compensation packages with company policies set out by law.

Recruitment Specialist – El Maaly Group for Recruitment, Egypt

2009 – 2010

responsible for evaluate candidates, assessing their resumes and credentials, conduct interviews, and build a network of potential employees

E-LEARNING PLATFORMS

Providing a set of training courses specialized in selling, customer service and personal skills on e-learning platforms such as:

- **Plan B** - <https://plan-b-eg.com/>
- **EYouth** - <https://eyouthlearning.com/>

PROJECTS

Participation in a range of projects as **a trainer and mentor** with major institutions aimed at developing the entrepreneurial community and qualifying young graduates for the labor market, such as:

- **Innovegypt 2023 Program** - TIEC
- **Annual Entrepreneurship Summit 2023** – AUC & USAID - Egypt
- **ILO Speaks up with Youth** – International Labour Organization - Egypt
- **San3ety Program** - INJAZ Egypt
- **Entrepreneurship Program** - GIZ Egypt
- **Financial Inclusion & Fintech** - EG Bank
- **How to start New Business** – EBI Egypt
- **Green Fintech Hackathon** – MINT Hup/EG Bank

EDUCATION

▪ Master of Business Administration – MBA,

- Field of study: Marketing
- Arab Academy for Science, Technology and Maritime Transport, 2021

▪ Bachelor of Law, Helwan University, 2008

CERTIFICATIONS

- Certified Professional Coach (CPC)
- Training of Trainers (TOT®)
- NLP " Neuro Linguistic Programming " Diploma
- Advanced Sales Management Diploma
- Professional in Human Resources (PHR®)

KEY SKILLS AND CHARACTERISTICS

- Highly proficient in both spoken and written English
- Excellent communication, interpersonal and leadership skills
- Inspirational Speaker and Effective facilitator.
- Experienced in Game-Based Learning and business simulations.