



Falcon Multi Services Ltd
201, Creado, Juhu Chruch Road, Juhu Mumbai 400049

Personal Information

Candidate id	2150
Name	Sumia Ahmed Eltaeb Elhadi
Date of Birth	1983-07-04
Salary (in USD)	3000/Per Month
Industry	Sales, Business,Management
Sub Industry	Customer Service
Nationality	Sudan
Primary Language	Arabic,
Secondary Language	English,
Total Years of Experience	19

Additional Information

Roles and Responsibilities	Additional Skills/Certification
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- Managing and overseeing the export of gold and agricultural crops while importing fuel, expanding the company's footprint in international trade.
- Overseeing the end-to-end delivery of mining project services, including mine contracting and drilling, by identifying potential clients, negotiating contracts, ensuring execution, and managing payment collection.
- Building a high-performing sales team by recruiting dynamic candidates, implementing sales strategies, mentoring, motivating & resolving challenges while selecting relevant training programs.
- Managing inventory control, stock monitoring, and procurement of products and consumables in alignment with company CAPEX.
- Generating detailed sales performance reports, tracking client visits, analyzing deal outcomes, and calculating commissions through the ERP system.
- Coordinating event participation by organizing showroom setups, booths, uniforms, and guest lists to enhance brand presence.
- Assessing market dynamics to determine market share, identify new business opportunities, and evaluate competitor strengths and weaknesses.

- Effective Supervisory Skills
- PMP Preparatory Course
- Basic & Advanced Excel
- Advanced Selling Skills
- High-Impact Business Communication
- Integrated Management System
- Professional Procurement
- Primavera Project Planner
- Project Risk Management

Education Summary

Course	University	Passing Year	Country
Master in Engineering Management	University of Khartoum	2021	Sudan

Career Summary

Position	Employer	Country	From	To
Sales Executive Manager	Alfisia co subsidiary of Faisal Islamic Bank Sudan	Sudan	03/2023	03/2025

[To View Contact Number, Kindly drop an email to hr6@falconmsl.com](mailto:hr6@falconmsl.com)