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# Personal Information :

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# Name : George TalaatZakiAbdallah

**Gender**: Male

**Birth Date**: 6th February, 1958

**Birth Place**: Dokki, Giza , Egypt

**Nationality**: Egyptian

**Address**: 4 Handerson Str., Zatoun, Cairo, Egypt

**Mobile**:01140077368

**E-mail** :paradise66rita@hotmail.com

**Skype** : GEO6666666

**Yahoo messenger** : paradise66rita66

**Have a valid Egyptian D/L**

**Holding a VALID Egyptian Passport**

**Marital status : Married**

***Objective***

Seeking a good job in the Business Development Field/ Marketing / Sales / Management / Customer Service or Hospitality within the Oil Field, Hotels and Touristic Projects or Trading Companies and / or Financial Institutions/ Export Consultant.

**Work experience :**

**1984 – 1993** Mud-Logging and Pressure and Dyna-Byte( Drill-String failure Prevention ) Engineer also Business Development executive in Oil Field in Exploration Logging Inc., a Baker Hughes Corp. Affiliate – commenced jobs all over Egypt, UK, USA, Tunisia, Gabon, Saudi Arabia, UAE, Bahrain and Kuwait.

**1993 – 7th Aug 2012** Business Development Manager in Worldwide Financial Corporation, a privately owned Export Import Agent company with offices in Alexandria, and Cairo in Egypt and Sister companies all over the World in UK, USA, France, Belgium, Singapore, Australia.

**8th Aug 2012** - **15th Jan 2014** Business Development Manager in New Horizon Association for Social Development in Cairo – Egypt

**16th Jan 2014– 26th May, 2014** Business Development and General Manager in Deir El Malak Club in Old Cairo. The Club is a 5 Acres club with Huge Professional Kitchen and Cafeteria, Football areas , table tennis, Billards, children areas and much more. Responsibilities covered **M**anaging, Full Club Accounting, Buyer, HR manager, Sales and Marketing, Event Organizer and PR to club clients, customer service , Cashier works and solving all sorts of problems all over the club and with all the staff of 16 employees, hospitality and Greeting clients and Business Development Works for the Club. The club is sort of Wadi Digla Club but smaller in size.

**1st June, 2014 to 28th February 2015**

**Sales / Marketing Manager in Insignia International in Cairo – Egypt a company for Exhibition Organizing and training courses. Also manager all regarding Nikon event 12 / 13 Feb 2015 in Conrad. As Marketing and Event Coordinator and got EGP. 90.000 o Insignia from that event. Also acted as Export Consultant in Global Impex export import and got them an order of 5.5 Million USD. Exporting Edible oil from China to Slovakia.**

**1st March, 2015 – Present**

**CEO and Export and Business Consultant in New Worldwide Financial Corporation, an Export, Import, Agents, Consultants and Representation Company in Cairo – Egypt.**

***Education***

1977 : HIGH SCHOOL DIPLOMA FROM EL NASR BOYS SCHOOL ALEXANDRIA

 AN ENGLISH HIGH LEVEL SCHOOL. – EGYPT.

1983 : B. SC.IN SCIENCE – ALEXANDRIA UNIVERSITY – MAJOR GEOLOGY

VERY GOODGRADE – EGYPT.

1988 : DIPLOMA IN SALESMANSHIP – Sales Management and Marketing –

 CAMBRIDGE TUTORIAL COLLEGE-UK

1991 : Practical Training Course in Full Body Massage from Massage and Therapy –

 Houston, Texas , USA – in Full Body massage techniques .

1992 : DIPLOMA IN MANAGEMENT – ECKERD COLLEGE – In How Managers

 Make Things Happen - USA

1993 : DIPLOMA IN MODERN MANAGEMENT ( FINANCE AND ACCOUNTING

PROGRAM ) – ALEXANDER HAMILTON INSTITUTE – USA

SKILLS :

* Sales and Marketing planning and performing to target
* Management
* Ability to create new Projects and Products suitable for every market.
* Managing Ability to run a Team Work sales Force and direct them to target.
* Professional Negotiator at all levels.
* Customer service expert.
* Enterpreneurship
* Performing Sales tactics, incentives, promotions and direct all to target.
* Initiate new clients overseas and initiate Exports.
* L/C’s expert regarding Import Export
* Sourcing locally and Internationally for any product or service
* Ability to put the plan to compete with any competitor and / or product.
* Statistical analysis of performance regarding every company department.
* Business Developing abilities within all fields / Worldwide.
* Full body Massage therapy.
* Event Coordinator.
* Negotiator.
* Export Consultant.
* As a Manager is qualified to make things happen

***Languages***

Arabic : Native Fluent Speaking / Writing / Reading

English : Fluent as native Speaking / Writing / Reading

French : Basic( Speaking / Writing / Reading )

**Results Achieved along my Working History :**

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* Complete success with Exploration Logging – Baker Hughes Corp. selling the Dyna-Byte Technology to 3 Major Oil Companies in Cairo 1991/92 worth of revenue USD. 180.000 in 6 months. ( Technology was still under development ). And it prevents Drill-string failures.
* Dyna-Byte contract with Aramco Saudi Arabia of USD.4.000.000 Four Million US Dollars contract.
* Running the business in Worldwide Financial Corporation boomed sales / export contracts up to EGP. 26.000.000

( Twenty Six Million EGP . ) in 2000 / 2001 dealing with Arab Bank Plc. At the time in Alexandria.

* With New Horizon boomed sales of Pastry factory / and related from Zero Sales / Revenue to EGP 91000.- in a year time and still rising. ( Although selling price of products range are too low from EGP. 1.- to EGP 2.75 / piece ). After I resigned revenue dropped to Nil !!!
* Revenue of L.E. 170.000 in 2 months time, February and March 2014, which is a dramatic increase in revenue to the al Malak Club as it was only L.E. 15000.- per month before I joined in.

April worked on Credit and sourcing new suppliers, and running the show with no problems, and covered all expenses, in May got booming sale and resigned on 26th May with 13400.- L.E. in cash plus L.E. 40.000 in merchandise in the club. Plus all club renovation expenses paid in full exceeding L.E. 35000.- plus Club salaries of L.E. 14500.- . That all from 1st of May to 26th of May. Revenue in Club dropped dramatically once I left and currently less than L.E. 25000.- a month !!! and dropping.

In Insignia International I did sell 11 Delegates and One Booth in Cairo Energy Exhibitions only in ONE month time, while 7 persons in the company for 8 months only got one booth in same exhibition !!! Also I dealt fully with Nikon Festival 12th and 13th February 2015 in Conrad Hotel Cairo Egypt and also worked as Event Coordinator in that exhibition, and got Insignia EGP 90.000 revenue in this Event. Net profit of EGP 28000.-

Also braught up Global Impex in the Export Import field and produced the Web Site for the Company and done the International Marketing for the company and trained the personal in the company and resolved major bank issues, and got a confirmed order of Edible Oil to Slovakia of $ 5.5 Million with net profit of EGP 400.000 only in this order.

***Computer Skills***

* Internet skills.
* Dealing with Microsoft Office
* Corel Draw.
* Dealing with cash register, projector.

***Activities and Interests:***

* Internet .
* Negotiating
* Computer.
* Fashion .
* Music .
* Traveling .
* International Trading.
* Business – Sales – Marketing.
* Customer service
* Private Photo shooting
* Translating
* Table Tennis
* Interior Designing
* Professional Massaging therapy for both men and women.

References and experience certificates upon request.

Ready to start working Immediately and ready to relocate Worldwide. Also ready to negotiate a good job offer that appreciate my abilities.