

RESUME
CERTIFIED TRAINING CONSULTANT

Dr. Tarek A. Darwish



Contact Information

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Personal Information

Birth Date: 15/12/1967.
Nationality: Egyptian
Marital Status: Married with two kids
Residence: Egypt

Training Certifications

- **The Certified Instructor & Consultant/ Middle East Area- Porter Henry Int.- The Sales Force training specialist**
- **CERTIFIED CORPORATE TRAINER (C.C.T) - Canadian Training Center of Human Development**
- **The Ex- Master Trainer at – Dr.Ibrahim El- Fiky Int. Group of Human Development.**
- **The FIRST Certified Trainer – world Wide- in Neuro Conditioning Dynamic (N.C.D) Applications**
- **Master Practitioner in Neuro Linguistic Programming (NLP)**
- **Certified Professional Instructor - American Board of NLP.**
- **Certified Hypnotist – CTCHD.**

- **Certified Business Professional Instructor (CBP)** – International Business Training Association (IBTA) In : (Customer Service – Sales skills – Leadership – Business Communication – Business Etiquettes)

Sales & Business Development Expertise

- Consulting Selling Approaches (Need Satisfaction & Problem Solving)
- Complex Selling
- FMCG Sales Approach
- Strategic Business Development
- Prospecting for New Business
- Value Added Negotiation
- Managing Territories.
- Managing Sales Performance
- Sales Leadership
- Recruiting & Selecting Stars Sales people
- Effective Communication of customer service & Sales People
- Humastic Skills for Managers

Education:

Professional PHD – International Business Management –Pittsford University–USA- October 2012

- **Professional Certificate in Salesmanship & Marketing – AUC Dec.1994**
- **Total Quality Management (T.Q.M.)–AUC 1995 - Quality Specialist Degree - Dec.1995**

Experience : (20 years)

- **Training Consultant :**
At: Porter Henry Middle East : The Sales Force Training Specialist.
Company Industry: Training & consultation
Job Role: Human Development & Business Management
Jan 2012 to Present

- **CEO :**

At : Eshrakat of Training and Human Development.

Company Industry: Human Development

Jan 2005 - Jan 2012

- **Business Development Manager :**

At: Management Insight Egypt (MI Egypt)

Company Industry: International Training Company

Job Role: Human Resources/Personnel

Duration: Jan 2004 – Jan 2005

Job Objectives:

- **Segmenting the target market & PROACTIVE development.**
- **PROACTIVE / REACTIVE selling of solutions & on-site programs.**
- **Create /initiate activities related to my job mission.**

- **Senior Marketing Analyst:**

At: Pan Arab Research Center- (PARC).

Company Industry: Multinational Marketing Research Agency

Job Role: Business Development & Brand

Management for the Marketing Research Business

Duration: Jan 2002 – Jan 2004

- **Unit Sales Manger :**

At: Colgate – Palmolive S.A.E.

Company Industry: Multinational FMCG Co.

Job Role: Manage the company business communications with its Key distributor and external market.

Duration: Jan 2000 – Jan 2002

- **Retail Unit Manager :**

At: GILLETTE EGYPT

Duration: Jan 1998 – Jan 2000

Special Achievement:

Succeeded to manage toward top sales performance through unique Management style.

- **Sales Executive (Territory Manager):**

At: XEROX EGYPT

Promoted to: Major Accounts Executive

Duration: Jan 1995 – Jan 1998

AWARDS:

The **Membership** of (Xerox par club) which is **Achievements over (110%)**.

Promotion:

Been assigned Handling the company Major Accounts (COMPLEX SELLING Approach)

- **Senior Sales Executive:**

At: HP EGYPT

Duration: Jan 1994 – Jan 1995

- **Business communications Executive:**

At: KOMPASS SAUDI ARABIA

Company Industry: Business to Business Information System

Job Role: Selling the service and managing business with Key accounts

Duration: Jan 1993 – Jan 1994

- **Cost Accountant:**

At: Egyptian French Industrial Co.

Duration: Jan 1993 – Jan 1994

Languages:

English & Arabic

Sports:

Taekwondo (National team) – Parachuting - Football – Swimming -Scuba diving – Horseback riding – Judo.