



AHMED YOUSIF

KEY ACCOUNTS
COORDINATOR

I help companies expand their business through key accounts management and innovative sales and marketing techniques



+1-647-607-1986



hello@ahmedyousif.com



Welland, Ontario

EXPERTISE

Key Accounts Management



Cold Calling



Digital Marketing



WORK EXPERIENCE

● Key Accounts Coordinator

DuBois Chemicals Canada

2021- 2022

- Prepare executive summary and draft strategy documents for key accounts.
- Actively searching for potential key accounts and suggest them to the key accounts' director.
- Identify opportunities for growth and facilitate closing of those opportunities.
- Diagnose issues and points of weakness within current key accounts and work actively with reps, RSMs and customer's corporate engineering to solve those issues and stabilize the business.

● Business Development Representative

DuBois Chemicals

Feb 2021 - July 2021

- Developed cold calling strategies and reached out to more than 30 leads daily.
- Generated more than 100k of sales within 6 months.
- Created marketing brochures and business letters to target potential customers.
- Held two successful drop-off campaigns: One in the GTA and one in Eastern Ontario. Campaigns generated new 20-25 new leads each and new business opportunities.
- Booked more than 10 business presentations for account managers.

EDUCATION

● Master of Science

University of Missouri, Columbia

2011 - 2013

Mechanical and Aerospace Engineering, received most creative design award.



<https://www.linkedin.com/in/asyhd3/>



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COVER LETTER

Hi there! I am a sales and marketing expert with over 10 years of technical experience.

I've helped many clients establish customer loyalty and increase their sales with innovative marketing techniques. I have also been responsible for creating promotional materials and drop-off campaigns that drive revenue while increasing brand awareness.

For the past two years I have been successfully employed at DuBois Chemicals where my duties include new business development, lead generation, client services, and strategic planning. With my creativity, tenacity, market savvy, proven track record of success and outstanding interpersonal skills, I am confident I can exceed your expectations in a similar position.

I firmly believe in the benefits of hard work and dedication. I'll bring my experience and passion to your company that I fully intend to grow with for the next 3-5 years.

With your assistance in the company's growth, we can achieve our goals and seize new opportunities that will allow us to create a brighter future for all employees.

Thank you for your time and consideration! I look forward to hearing from you soon.

Sincerely,

Ahmed Yousif

Sales and Marketing
Specialist



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