

## Malek El Jurdi

### *Territory Sales Representative*

*A highly accomplished, skilled and talented sales representative with a proven track record of providing solutions, managing client/partner relationships, connecting to new prospects and closing deals.*

*Motivated and versatile with 15 years of experience in the IT industry serving a wide range of clients especially in the financial sector, known for delivering advanced software solutions to the enterprise.*

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DOB 27/1/1979



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### Education

#### **College Louise Wegmann**

1993-1998

*French Baccalaureate*

#### **Lebanese American University**

1999-2002

*Bachelor of Science emphasis Computer Science*

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### Experience

#### **ITG/MDSL**

2013-Present

#### **Territory Sales Representative**

A results driven, committed, articulate and well-presented sales representative with a proven track record in sales and account management. Hardworking, able to communicate effectively and able to present products in a structured professional way face to face with customers. Comfortable working in a fast paced, growth orientated work environment. Aware of the latest market trends and up to date on product knowledge. Developing new customers. Excellent after sales service ensuring the customer had a good experience.

Multi-skilled with the ability to plan & manage territory while maintaining & developing existing and new customers through different sales methods and consistent high customer service.

#### **Sales Achievements**

Sales Target of 2.5 M – Sales Achieved 2.5 M

**Duties**

- Working as part of the sales team to develop both new and existing markets
- Involved in developing sales & pricing strategies
- Liaising with customers & the dealer
- Making appointments to meet new and existing clients
- Attending sales appointments at client's premises
- Identifying and then researching potential leads and opportunities
- Writing accurate & informative sales reports and documentation
- Identifying the customer's needs
- Evaluating competitor activity and developing appropriate responses
- Attending trade shows and exhibitions

2006-2013

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**Experience****MGS/OpenText**

Senior Business Consultant

Covering the full cycle from Marketing, Pre-Sales, Sales, Consultancy, Project Management, Development, Implementation, Training and Support of Open Text wide solutions and products

- Identify and develop new business opportunities and partners across the MENA region
- Manage client and partner relationships
- Manage projects for many clients from different industries such as Oil/Gas, Pharmaceutical, Financial, Legal and Manufacturing
- Develop Proposals, RFP's, RFI's, Case Studies, Reports, ...
- Develop strategic and tactical sales plan, and marketed alternative sales channel approach to senior management
- Provide in-depth technical and design expertise on large-scale infrastructure projects for high value clients
- Conduct research, analysis and financial modeling for clients engagements
- Develop and deliver educational, business and technical presentations
- Provide support and training to a team of consultants and technical engineers
- ECM, BPM, ERP Services
- Manage and Implement Professional Services

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**Experience****Ever ME**

2003-2006

Senior Developer

- Developed Ever Suite
  - Developed various parts of the Ever Suite solution (.NET Version)
- Developed Various Websites
  - Web Design
  - Web Programming
  - Web Services
- Customer Service and Support
- Developed Content Management Services

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**Experience****Eduware**

2001-2002

Instructor

- Microsoft Instructor

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**Personal Skills**

- ✓ Negotiation skills
- ✓ Coordination with associates & suppliers
- ✓ Self-motivated team player with excellent communication skills
- ✓ Leadership qualities
- ✓ Result oriented
- ✓ Optimization of organizational goals
- ✓ Excellent Interpersonal Skills
- ✓ Excellent Business Knowledge
- ✓ Solid Technical Background
- ✓ A good grasp of numbers and the ability to write documents in a professional format
- ✓ Able to stay calm under pressure and meet tight deadlines
- ✓ Able to keep objectives and goals firmly in sight
- ✓ Remain flexible and seek alternative options to problems
- ✓ Problem solving skills, proficient in generating logical solutions to meet business challenges
- ✓ Adaptable, Creative, Energetic, Optimistic and Passionate
- ✓ Possess excellent meeting facilitation and public speaking skills
- ✓ A dynamic speaker, trainer, and presenter; skilled in employing clarity, innovation, and humor to deliver effective presentations to diverse audiences at all organizational levels
- ✓ Experience in business analysis, project management, and team leadership

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**Technical Skills**

- ✓ Experience in Electronic Funds Transfer Systems
- ✓ Experience in Banking Solutions
- ✓ Experience in Oracle Fusion Middleware Technology
- ✓ Experience in Business Intelligence and Visual Analytics Systems
- ✓ Experienced in enterprise system study, planning, architecture, design, and development life-cycle
- ✓ Experience in Commercial Off-the-Shelf (COTS) software system integration and implementation
- ✓ Extensive experience in database administration, database design, data modeling, and data warehousing
- ✓ Operating Systems
- ✓ Microsoft Outlook, MS Office, Photoshop, Dreamweaver, Flash, ...
- ✓ Programming Languages: DHTML, VB .NET, JAVA, HTML and XML

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**Certificates**

- ✓ Certified Engineer/Trainer eDOCS Suite
- ✓ Certified Engineer/Trainer CLM Suite
- ✓ Certified Open Text Consultant and System Administrator
- ✓ Certified Engineer/Trainer Kofax

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**Selected Sales Projects**

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|--|---------------------------------------|
| ▪ Housing Development Bank (Egypt)             | <i>(EFT Switch &amp; CMS)</i>         |
| ▪ Nasser Social Bank (Egypt)                   | <i>(EFT Switch &amp; CMS)</i>         |
| ▪ Banque Misr (Egypt)                          | <i>(EFT Switch &amp; CMS Upgrade)</i> |
| ▪ National Bank of Egypt(Egypt)                | <i>(iFlex Upgrade)</i>                |
| ▪ Capital Bank of Jordan (Jordan)              | <i>(EFT Switch &amp; CMS)</i>         |
| ▪ Capital Bank of Iraq (Iraq)                  | <i>(EFT Switch &amp; CMS)</i>         |
| ▪ Capital Bank of Jordan (Jordan)              | <i>(ACH)</i>                          |
| ▪ North Bank for Finance & Investment (Jordan) | <i>(Card Instant Issuance)</i>        |
| ▪ Audi Bank (Egypt, Jordan)                    | <i>(ACH, Fraud, Instant Issuance)</i> |
| ▪ Bank al Ahli (Jordan)                        | <i>(ACH)</i>                          |
| ▪ Housing Bank for Trade and Finance (Jordan)  | <i>(EFT Switch &amp; CMS)</i>         |

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**Selected  
Technical  
Projects**

- Korek Telecom *(Telecommunication – Iraq)*
  - NASCO Karaoglan *(Financial/ Insurance – France/Lebanon)*
  - AISHTI *(Commercial)*
  - Her Highness Office *(Government – Qatar)*
  - MTN Sudan *(Telecommunication – Sudan)*
  - National Bank of Kuwait *(Financial – Kuwait)*
  - BT Applied Technology *(Engineering – KSA)*
  - El Aref Law Firm *(Legal – Lebanon)*
  - Saudi Aramco *(Energy (Oil & Gas) – Legal – KSA)*
  - First Bank of Nigeria *(Financial – Nigeria)*
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