

MOHAMED SELIM

Sales | Investment Consulting | Account Management
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PROFESSIONAL SUMMARY

Sales professional with five years selling to buyers and investors across residential, commercial and industrial assets in Egypt. Advise clients on where to place capital, establishing the objective and the expected return, then own the full cycle through options, offer, negotiation and contract. Strong on qualification: assessing the project and its technical requirements before committing time, so effort goes to opportunities that close. Built and managed a startup sales team. Mechanical engineering at the University of the West of England, IMechE accredited, with a summer course at the London School of Economics. Applied user of CRM, reporting and AI tools.

CORE COMPETENCIES

B2B Sales | Consultative Selling | Lead Qualification | Prospecting & Lead Enrichment | Investor Engagement | Business Development | Account Management | Sales Management | Team Building & Training | Pipeline Management & Forecasting | Commercial Offers | Negotiation | CRM Systems | Apollo | SignalHire | AI Tools for Sales | Industrial Development | Commercial Property | Mechanical Engineering

PROFESSIONAL EXPERIENCE

Elsewedy Industrial Development, Cairo <i>Senior Sales Specialist</i>	01/2025 - Present
• Sell industrial land to Egyptian and foreign investors establishing manufacturing facilities, owning the full cycle from first approach through to signed contract. • Qualify enquiries against the operation itself, covering product, plot area, power load, utilities, headcount and timeline, to establish which projects are viable and which site fits before pricing is discussed. • Advise investors on site selection against total cost of establishment, distance to ports, utilities capacity and room to expand. • Prepare and negotiate commercial offers covering land price, payment structure across the construction period, infrastructure and contract fees, maintenance deposits and handover terms. • Coordinate with operations, legal and finance through reservation, contract and signature. • Use Apollo, SignalHire, CRM and AI tooling for prospecting, account research, offer preparation, follow-up discipline and pipeline reporting, reducing administrative time and improving forecast accuracy.	
Weaverbird for Real Estate Marketing, Cairo <i>Sales Manager</i>	02/2023 - 05/2024
• Built the sales function of a startup from zero: recruited and trained the consultant team and designed the sales process they worked to. • Planned the sales cycle, set individual and company targets, and ran weekly pipeline reviews to coach on live deals and hold the team to plan. • Led escalated negotiations and took on the accounts the team could not close alone. • Worked across marketing, operations and finance, including lead generation campaigns, commission structures and collections.	
Svreico, Cairo <i>Senior Property Consultant</i>	10/2022 - 01/2023
• Sold the developer's commercial buildings directly to business buyers and investors rather than end users. • Qualified buyers on intended use, budget and expected return, and structured payment plans accordingly.	
B2B for Real Estate Marketing, Cairo <i>Property Consultant</i>	02/2022 - 09/2022
• Advised clients on property investment options, comparing developments on price, payment terms and expected return. • Managed developer brand accounts as the client's point of contact from reservation through to handover.	
Archplan, Cairo <i>MEP Engineer</i>	08/2021 - 12/2021
• Designed and supervised building services: plumbing, firefighting systems and HVAC. • Produced and reviewed drawings, coordinated contractors and verified installed work against specification on site.	
RMG Real Estate, Cairo <i>Property Consultant</i>	12/2020 - 04/2021
• Brokerage across the primary and secondary market: prospecting, viewings, negotiation and closing.	

TECHNOLOGY

Prospecting: Apollo and SignalHire for contact discovery, lead enrichment and list building.
Sales systems: CRM and pipeline management, forecasting and performance reporting. Designed and built a role-based CRM in use by a sales team.
AI and automation: Daily use of AI tools for account research, qualification preparation, offer drafting, document handling and pipeline reporting.
Engineering: SolidWorks (CAD); MEP design for HVAC, plumbing and firefighting systems.

EDUCATION & CERTIFICATIONS

BEng (Hons) Mechanical Engineering, IMechE accredited. University of the West of England, Bristol, UK, 2019. Awarded 2:1.
Summer Course, International Relations. London School of Economics and Political Science, UK, 2017.
SPIN Selling Skills, Huthwaite International (2025) | Diplomatic Studies, ARTC (2021) | Solar Power, Tiba (2019) | Project Fundamentals, APM (2018)