

JAMAL LOMAIN

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"If my head can conceive it and my heart can believe it then I can achieve it"
... Napoleon Hill

SENIOR SALES EXECUTIVE

Goal-driven business development strategist with a multi-million dollar track record of successes penetrating new global and vertical markets. Combines superb business instincts with an astute understanding of business imperatives and protocols in other countries. Successfully cultivates relationships with c-level decision-makers in government and the private sector, maintaining unwavering commitment and responsiveness to client needs. Results-focused team leader who balances big picture thinking with excellent organizational & delegation skills, empowers staff with the tools and autonomy to meet rigorous performance expectations. Thrives in dynamic, growth-oriented environments that demand initiative, resourcefulness and entrepreneurial spirit.

KEY STRENGTHS

- ✓ Strategic Territory Planning
- ✓ Sales & Marketing Strategies
- ✓ Global Market Penetration
- ✓ Relationship Building
- ✓ Alliances & Partnerships
- ✓ Referral Pipeline Development
- ✓ Key Account Management
- ✓ Sales Presentations & Proposals
- ✓ Contract Negotiations
- ✓ Agent Network Development

RECORD OF ACCOMPLISHMENTS

MANAGER, Sales & Marketing

2007 - 2009

ABC International Group Inc., Markham, Ontario

Joined this environmental systems manufacturer to spearhead global business development.

- **Drove annual revenues from \$5 to \$12 million over two years.**
- Secured joint venture agreements for the distribution and support of environmental systems in **Asia, South America and Africa.**
- Executed targeted sales programs to create alliances and referral relationships with environmental protection agencies, energy distribution firms, manufacturers, and major fleet operators.
- Used a **service-focused relationship management style** to consistently beat out more cost-competitive players.
- Played an instrumental role in positioning ABC International as a respected leader in an emerging industrial sector.

FOUNDING PARTNER & EXPORT DEVELOPMENT MANAGER

2003 - 2007

Reliance Trading, Richmond Hill, Ontario

Partnered the start-up of this import-export brokerage & consulting services firm

- Grew the company to **\$1.5 million in revenues** over four years.
- Developed business relationships with companies ranging from small independents to major mass merchandising chains to facilitate the importation of food, produce, textiles and consumer packaged goods from **Asia to North America.**
- **Expanded the range of services** to include sourcing of international suppliers, authoring & issuing tendering documents, negotiating procurement contracts, securing letters of credit & trade financing, and arranging door-to-door transportation logistics.
- Firmly established Reliance Trading as a **trusted and value-added logistics partner** for clients such as Ralin Textiles, Arlo Automotive, Generis Manufacturing and Tyler Wholesale Foods.

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CAREER HIGHLIGHTS *Continued...*

PERSONAL BANKING ASSOCIATE **1998 - 2003*****Big Five Bank, Toronto, Ontario***

Recruited to deliver top quality customer service in a downtown branch operation with a largely executive level clientele.

- **Ranked #1** for sales and services, **exceeding annual quotas by 175%**.
- Leveraged superb networking skills to **expand the client base by 20%** per year.
- Built trust-based “**customer for life**” **relationships**, taking the time to thoroughly understand each customer’s needs in order to promote products and services aligned with their needs.

MANAGER **1996 - 1998*****Smithson Electronics, Ajax, Ontario***

Originally retained as a commission-based sales representative. Quickly promoted to direct, train and motivated the 10-member sales team after **single-handedly achieving the store’s entire sales quota** for four consecutive months and setting a **new one-month sales record of \$450k**.

Previous professional experience includes 3+ years in sales and business management with M & H Connections Inc. and Bell Mobility.

PROFESSIONAL AFFILIATIONS

International Environmental Systems Association
Markham Chamber of Commerce

EDUCATION

BACHELOR OF COMMERCE, *in progress*

University of Toronto, Ontario

Investment Funds in Canada Course, Institute of Canadian Bankers

Professional development seminars in:

Sales • International Business Development • Marketing • Deal Structuring • Negotiations

COMPUTER & TECHNICAL SKILLS

Microsoft Office (Word, Excel, PowerPoint, Outlook, Access) • QuickBooks Pro

LANGUAGES

Fluent Oral & Written **ENGLISH • ARABIC • FARSI**

INTERNATIONAL BUSINESS EXPERIENCE

**China • Thailand • Singapore • South Africa • UAE • Egypt
Lebanon • Israel • European Union**