

# Lee MacLeod

MANAGER - SALES & OPERATIONS

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## SUMMARY

I am a dynamic sales & marketing professional with 10+ years of experience in Inside Sales & Marketing, have a demonstrated ability to deliver in high-pressure, target-led sales setups Having very good contacts to bridge the product to the clients.



## EXPERIENCE

### Manager – Sales & Operations

**Euro School of Education** Feb 2017 - Present

#### Achievements / Awards

- Promoted thrice in span of 2.9yrs (Assistant Manager -> Center Manager -> Manager Sales & Operations (Middle East & United States))
- Extra Miler Award 2018
- Owners Club 2019 Nominee

#### Tasks

- Corporate Relations (India - INVESCO, UHG, QUALCOMM, AO TAX & EA SPORTS / UAE – Redington Gulf / KSA – Sedan International)
- Student Relations
- Institution Relations
- B2B & B2C Sales
- Career Counseling
- Center Management Strategy
- Operations

### Brand Assistant

**P&G Global LLC** Feb 2014 - Dec 2016

#### Achievements/ Task

- Promoted from sales associate to Brand Assistant
- Handled all brands of SAPG group (Swiss Arabian, Sapil, Alta Moda, Shirley may, I perfumes)
- New product development
- Brand strategy (Planing ,Budgeting and Forecasting)
- Social Media Marketing
- Sales (B2B & B2C)

### Event Manager

**InWay Express LLC** Nov 2011 - Nov 2013

#### Tasks

- Planning & execution of event
- Vendor management ALT/BTL activities
- Evaluate effectiveness / gather feedback post each program and recommend modifications wherever needed for the next event



## SKILLS

- Analytics and Reporting Expertise
- Retail Sales
- Communication
- Pipeline Management
- Organisational Skills
- Corporate Sales
- Leadership
- Negotiation
- Performance Management
- Customer centric Solutions
- Public Speaking



## LANGUAGES

English	■ ■ ■ ■ ■ ■
French	■ ■ ■ ■ ■ ■
Arabic	■ ■ ■ ■ ■ ■
German	■ ■ ■ ■ ■ ■



## EDUCATION

**Bachelor of computer science**  
**San Jose State University** 2016

**Masters in Business**  
**Administration**  
**Arizona State University** 2013

**Diploma in Computer Hardware**  
**Engineering**  
**Pace Institutions** 2005



## AWARDS

**Extra Miler 2018**  
**Miles Education Private Limited**  
2018-01-01

- Owners Club 2019 Nominee

- Deal with Airport authorities for airport entry pass
- Prepare clear, concise and accurate communication material to be shared with field and send information on a timely basis
- Customer relationship Sales and Marketing

### **Shop In Charge**

**Brand Marketing UK** *Feb 2009 - Oct 2011*

- Managing daily sales report and finance report
- Weekly meeting for Staff Training, sales and service
- Driving team performance

## **DECLARATION**

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I hereby declare that the above information is true, to the best of my knowledge.

(Lee MacLeod)