

Contact

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Education

BA in Alsun, Spanish Language & Literature
Ain Shams University · 2016–2020

Training

Export Council of Printing, Packaging & Paper:

International Marketing · May 2025

Market Analysis to Increase Exports · Jan 2025

International Trade Contracting, with USAID TRADE · Nov 2024

Finance for Non-Financials · Nov 2024

Translation training, KEMET · 2018–2019

Languages

Arabic: mother tongue

Spanish: B2 (reading B1)

English: speaking & writing B2, listening & reading B1

Tools

ERP, Oracle, Excel, PowerPoint, Outlook, Teams, Zoom, Skype, Google Drive

Ebthal Saeed

Export Regional Manager

Export professional working in Arabic, Spanish and English, with 5+ years serving international customers and new markets developed including Mexico, Spain, Greece, Argentina and the USA. Experience across the whole export chain: finding clients, negotiating, documents and Letters of Credit, freight, and collecting payment, for markets in Europe and the Americas.

Experience

Export Regional Manager — Sep 2025 – Present

INSUTECH · Cairo · Construction sector, Sales

- Identify and secure new business opportunities and key clients in target markets.
- Build and maintain relationships with distributors, agents and regional partners.
- Develop competitive pricing strategies and negotiate contracts with clients.
- Work with Production, Supply Chain and Finance for seamless delivery.
- Review customer data to recover lost clients and attract new prospects.

Export Sales Specialist — May 2023 – Aug 2025

Wenzhou Lansheng · Nasr City, Cairo

- **Best Employee of the Month** for success in opening new markets.
- Managed the full sales cycle for customers across Europe and the Americas, from lead generation to after-sales.
- Represented the company at international exhibitions and trade fairs.
- Monitored market potential, competitors and pricing; prepared sales reports and forecasts for management.
- Built long-term client relationships through calls, virtual meetings and international visits.
- Prepared export documents and coordinated production teams and freight forwarders.
- Managed payment follow-up and social media activity for brand visibility and leads.

After-Shipping Export Specialist — Sep 2021 – Apr 2023

ACMA for Chemicals and Mining · Cairo

- Introduced the company to new customers in Latin America.
- Issued all shipping documents, including Letter of Credit shipments.
- Coordinated daily with Sales, Planning, freight forwarders and Logistics.
- Solved shipment issues until arrival at the customer's warehouse; handled complaints and payment collection.

Customer Service Representative, Spanish & English — Mar – Sep 2021

Outsource Giant · Cairo

- Supported customers of GO2BANK, a U.S. bank account: inquiries, troubleshooting, complaints and card services.

Side work & volunteering

Spanish teacher (freelance) — Sep 2020 – Present

- Online sessions over Zoom.

English & Arabic teacher (freelance) — Sep 2020 – Feb 2021

- Private English for children; Arabic for native Spanish speakers.

Volunteer — Feb 2018 – Dec 2019

- Secured film copyrights from media companies; launched events for Spanish speakers and learners.