

CURRICULUM VITAE (C.v)

***Abdellah***

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***Professional Summary***

* *Dynamic, energetic & accountable sales leader & business development expert, who*

aligns strategies that propel and elevate operational performance, expert in facilitating initiatives that helps growth in a highly competitive market. Strong communicator, experienced in market penetration, training, and business process transformation. Passionate about continual improvement of processes and systems to optimise revenues and bottom-line profitability. Hardworking and ambitious team leader with an ability to motivate teams and to work on own initiative towards achievability of objectives. Possess excellent presentation, negotiation, client convincing, communication, and interpersonal and problem solving skills.

***Key Areas of Expertise***

* *Strategic Sales, New Business Development.*
* *Strong Operational & Financial Management.*
* *Excellence in Brand Development.*
* *Hiring and Supporting High Performing Candidates.*
* *Building Collaborative Business Relationships.*

***Professional Experience***

## GARGASH ENTERPRISES LLC,

* + *Exclusive distributor of Mercedes Benz in Dubai, Sharjah & Northern Emirates June 2009 - Present*

***Certified Sales Manager - (Certified by Mercedes Benz DMEL)***

* + *Shape and implement a customer strategy to retain and attract customers delivering a differentiating retail experience for each customer*
  + *Develop new sales method to achieve competitive goals, cut costs, and increase sales profits.*
  + *Design and implement new ways to promote and get recognized with difference in market.*
  + *Sell new concepts and create establishment awareness of products and services.*
  + *Provide suggestions on the promotional plans and annual sales targets based on the market demand, customers feedback and competitor activity.*
  + *Ability to monitor market trends and possible threats including the identification of opportunities & suggesting remedial measures to management.*
  + *Take care of business development, order execution, price negotiations and effective pre-post follow up with clients for payments.*
  + *Keep client information data for future contacts and gain repeat sales.*
  + *Maintain excellent client relationship, follow up regularly on accounts, provide feedback to management on product performance and help clients get maximum benefit from range.*
  + *Obtain and correlate customer feedback to assist with production planning, market analysis and product development. Provide after sales support to customers.*
  + *Team Management: Seamlessly recruited, built, and motivated high-performance sales teams that strengthened client and business relationships. Catalyst for the growth and productivity of client service.*
  + *Consistent track record in resource maximization and cost minimization.*
  + *Balances strategic vision with focusing team on day-to-day execution of mission- critical tasks.*

## Key Results:

* + *Contributed in aquiring 3 Sales awards for 2015 from Daimler at the Regional Awards Ceremony. Best Sales Year ever in passenger Cars, Best Certified Pre- Owned Sales Performance & for Best PR Activation.*
  + *Best Ever Sales record of 50 units in a month at the Showroom in my Leadership.*
  + *Contributed to achieve number One in used car sales among Mercedes Dealers all over the world 2010.*
  + *Appreciation Letter from the company for achieving the highest sale in Garages Used cars sales (Show room wise) in 2012.*
  + *Managing to increase the sales by 60% (Show room wais) manage to open new sources which resulted to increase the sales (Auction, Export, Dealers).*
  + *Developed the paying process of the used cars.*
  + *Develop the Team training focusing on Sales process and CSI.*

## GARGASH ENTERPRICES LLC

o Nov. 2004 - June 2009

# Senior Sales Executive

* + *Maximize Mercedes-Benz sales volume & profitability through satisfaction and retention of customers. Ensuring the continuous conversion of showroom callers and prospects to actual sales.*
  + *Ensuring that customer complaints attributable to sales staff are prevented.*
  + *Assisting the Showroom Controller in maintaining the necessary Mercedes-Benz sales, organization to meet the overall sales and profitability objectives of Garages Enterprises.*

# Key Results:

* + *Top Sales Executive. In 2008.*
  + *Top Sales Executive in finance F&I. 2009.*
* ***MOHD NASER Al SAVER & SONS*** *(Ext. Co. WLL), Kuwait (Lexus)*
  + *Aug 2003 - Oct 2004 -* ***Senior Sales Executive***
* ***Al OTAIBA GROUP OF ESTABLISHMENT COMPANY -*** *Abu Dhabi, UAE (Chevrolet Dealer)*
  + *Oct. 2001 - Jun 2003 -* ***Senior Sales Executive***
* ***LIBERTY AUTO LLC -*** *Sharjah, largest GM dealerships in the UAE*
  + *Oct. 1997- May 2001* ***- Sales Executive***

***Education certificates***

* ***Bachelor of Arts in History 1992*** *- Ain Shams University, Cairo, Egypt*

***Training courses***

## C-Management from Mercedes Benz (Sales Manager)

1. *Basic Management.*
2. *Leadership and Recruitment.*
3. *Strategy and Marketing.*
4. *KPIS ( Key Performance Indicator).*

* *Sales Consultant Training / Prospecting New Customer /*
* *Consultative Selling Skills / Service Reception Sales Skills*
* *Customer handling for Service / Customer handling for Parts & Accessories*
* *Professional Telephone Techniques / Introduction for Cadillac Criteria*
* *Training for Service Adviser / Introduction to Communication Skills for Service Adviser.*
* *Sales Skill One & Two (Daimler Chrysler Middle East).*
* *Diploma in English Languages 1990 - British Council, Egypt*

***Personal Details***

* *Date of Birth: 13-Aug-1965*
* *Nationality: Egyptian*
* *Marital Status: Married*
* *Visa status: Employment visa - Transferable*

***Languages***

* *Arabic & English*

***Driving License***

* *Valid UAE Driving license*

***References***

* *Available upon request.*