**Ali**

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**Objective**

* Seeking a job in an organization where my skills and capabilities could be applied and further developed.
* Utilizing my experience & educational background to participate in serving the business.

**Summary**

* Talented Outside Sales Representative who consistently achieves annual sales objective and increases the overall customer base. Effectively grows brand awareness throw increased market penetration and new market development.

**Highlights**

* Proven sales track record.
* After sales support.
* Friendly & cheerful.
* Approachable.
* Client Retention.
* Personable.
* Organized and assertive.
* Integrity and ethics.
* Detail-oriented.
* Flexible and energetic.
* Goal-oriented.
* Self-sufficient.
* Multi-tasking.
* Problem solver and proactive.

**Experience**

**Sales Representative 04/2012 to current**

**Al-Rashed Polystyrene Products Factory Dammam**

* Exceeded targeted sales goals by (20% 2013, 70% 2014, 35% 2015), provided that increasing sales target every year.
* Fully aware of all polystyrene products ( hordy , construction decorative shapes , cement block insert , wall & roof over-lap insulation sheets , vegetable & fruits boxes , seeding trays , sandwich-panel ).
* Experienced at production stages.
* Experienced at production machines ( block machine , mold machine ).
* High level of knowing progress of work.
* Made appointments with customers to review product requirements and to establish future opportunities.
* Answered customers questions regarding products, price and availability.
* Collaborated with colleagues to exchange selling strategies and marketing information.
* Attended trade shows and sales conferences.
* Responded to all customer inquiries.
* Collaborated with members of other departments to complete sales transactions.
* Completed documentation for product and service sales.
* Maintained productive relationship with exciting customers through exceptional follow-up after sales.
* Evaluate competitors and preforms market research.

**Sales Representative 08/2010 to 3/2011**

**Al-Ahram General Supplies Company Cairo**

* Emphasized product features based on analysis customers’ needs.
* Shared product knowledge with customers.
* Maintained friendly and professional customer interactions.

**Sales Representative 06/2008 to 04/2010**

**Honest Group for electronics and general trading Cairo**

* Answered customers’ questions regarding products, price and availability.
* Emphasized product features based on analysis customers’ needs.

**Education**

**Bachelor of commerce: Faculty of commerce 2011**

**Ain Shams University Cairo. Egypt**

**Language**

* Arabic: Mother tongue.
* English: Very Good (writing , speaking).

**Skills**

* High level of negotiation and communication skills.
* Relationship builder , adaptable.
* Interactive and fast enough to learn new technologies.
* Advanced research abilities.
* Self-motivated, work flexibility.
* Ability to work in a group or individually according to the job requirements.

**Personal Information**

* Date of Birth: 25/4/1987
* Gender: Male
* Religion: Muslim
* Nationality: Egyptian
* Marital Status: Married
* Military Status: Exempt