Ahmed

Ahmed.339559@2freemail.com

**Personal Data:**

Date of birth: 1/1/1985

Nationality: Egyptian.

Marital status: single.

Driving license: Valid.

Military status: Final dismissal.

**Education:**

B.A, **Faculty of law**, Alexandria University (2008).

**Objective:**

Seeking a challenging career in a well-known organization which I can apply and further enhance my academic and professional background, skills, knowledge, culture and experience.

**Work experience:**

 Murabahat real estate solutions (Egypt)

Duration: (May 2016) till (present time).

-Department: Sales.

- Position: Acting team leader& sales.

- Job description:

* Since we have been specializing in the sale of instruments in Hajar Tower ( Movenpick ) Mecca ... we are aware of Amadeus program ,customer service and methods of Hospitality.
* Responsible for the team and work for the success of every member of this team and the success of the group and achieve the goals of the company
* Generate lists of properties that are compatible with buyers' needs and financial resources.
* Promote sales of properties through advertisements, open houses, and participation in multiple listing services.
* Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting.
* Answer clients' questions regarding construction work, financing, maintenance, repairs, and appraisals.
* Evaluate mortgage options to help clients obtain financing at the best prevailing rates and terms.

Murabahat real estate solutions (Kuwait)

Duration: (September 2014) till (March 2016).

-Department: Sales.

- Position: sales representative.

- Job description:

* Present purchase offers to sellers for consideration.
* Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other.
* Advise clients on market conditions, prices, mortgages, legal requirements and related matters.
* Promote sales of properties through advertisements, open houses, and participation in multiple listing services.
* Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting.
* Generate lists of properties that are compatible with buyers' needs and financial resources.
* Answer clients' questions regarding construction work, financing, maintenance, repairs, and appraisals.
* Conduct seminars and training sessions for sales agents to improve sales techniques.
* Evaluate mortgage options to help clients obtain financing at the best prevailing rates and terms.
* Rent or lease properties on behalf of clients.

La Cuisine for catering (Kuwait)

Duration: (February 2013) till (September 2014).

-Department: Sales.

- Position: sales representative.

- Job description:

•Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques and attend meeting etc

•Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.

•Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies

•Provides historical records by maintaining records on area and customer sales.

•Contributes to team effort by accomplishing related results as needed.

• “Get the sale” using various sales methods (door-to-door, cold calling, presentations etc)

•Forecast sales, develop “out of the box” sales strategies/models and evaluate their effectiveness

•Evaluate customers needs and build productive long lasting relationships

•Meet personal and team sales targets

•Maintain and expand client database within your assigned territory

Tibapack

-Duration: (April 2011) till (February 2013).

-Department: Sales.

- Position: sales representative.

- Job description:

•Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques and attend meeting etc

•Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.

•Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies

•Provides historical records by maintaining records on area and customer sales.

•Contributes to team effort by accomplishing related results as needed.

• “Get the sale” using various sales methods (door-to-door, cold calling, presentations etc)

•Forecast sales, develop “out of the box” sales strategies/models and evaluate their effectiveness

•Evaluate customer’s needs and build productive long lasting relationships

•Meet personal and team sales targets

•Maintain and expand client database within your assigned territory

**Jaz Makadi Star Hotel (Hurghada)**

-Duration: (October 2009) till (April 2011).

-Department: Front Office

- Position: Front Office Agent.

- Job description:

 \*Showing Initiative, Problem Solving, Staff Training, Team Leading
 \*Manages and motivates the Front Office team in order to provide a high

 standard of service for customers.
 \*Welcomes guests and fosters customer loyalty through his/her friendly manner.
 \*Develops high quality relationships with guests throughout their stay.
 \*Handles any guest complaints or contentious issues that cannot be settled directly by team members and provides a fast solution.

**Personal Skills:**

**(1) Languages:**

 - English: Very Good Reading, Writing and Speaking

**(2) Qualifications and Computer Skills:**

-Reporting Skills, Dependability, Organization, Scheduling, Confidentiality, Independence, Verbal Communication, Teamwork

- Excellent in using Microsoft Office Skills.

**Summary of qualifications:**

-Good communication with my managers in team work.

-Able to work under pressure.

-Able to communicate with different personalities.

-Team player in team work

- **Interests and Hobbies:**

- Very good skills in research and making comparisons and studies through internet.

- Football, Listeningto music, swimming and traveling.