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| Pls. insert photoYahia **~Showroom Management ~ Revenue Generation**yahia.345480@2freemail.com  |
| core24x24iconsKey Skills

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| Showroom Management |
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| Revenue Generation |
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| Dealer Management |
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| Reporting & Documentation |
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| General Administration |
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| Inventory Management |
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| Government Liaising  |
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| Sales & Marketing  |
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| Team Building & Leadership |
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 | **Senior Management Professional** Proficient in running successful method-oriented **Showroom Management/ Business Development** Operations and taking initiatives for business excellence through process improvement. |
| knowledge24x24iconsProfile Summary |
| * A competent professional with **over 20years** of experience in **Showroom Management, Business Development, Sales & Marketing and Customer Relationship Management**
* Proficient in identifying resource requirements and assigning responsibilities to the Sales Team while ensuring effective coordination amongst all
* Experienced in managing store operations involving requirement analysis, SOP implementation, driving quantity sales to ensure timely achievement of organizational goals
* Hands-on experience in managing display & design of showroom for maintaining high-end store image while facilitating successful negotiations with suppliers
* Skilled in reviewing entire inventory lists on a daily basis to keep track of inventory flow, assisting in better planning
* A result-oriented individual with strong analytical, communication, interpersonal and organizational skills
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| softskills24x24iconsSoft Skills | career24x24iconsRecent Career Timeline |
| CollaboratorCommunicator  PlannerChange AgentMotivational Leader Thinker | Dec’98- Mar’04National Auto (Fiat, Lancia, Proton &SsangYong Vehicles) as Team LeaderApr’04- May’10Al Ghandi Automotive Group as Showroom ManagerJun’10- till dateGrand Rent A Car as Managing Director |
| edu24x24iconsEducation* B.Com. from Tanta University, Egypt in 1996

exp24x24iconsWork Experience**Since Jun’10 with Al Ghandi Automotive Group, – Al Ghandi Showroom Fujairah Branch, UAE as Showroom Manager****Growth Path/ Assignments Handled:**Jun’10 to Nov’12: As Showroom Assistant ManagerNov’12- till date: As Showroom Manager**Key Result Areas as Showroom Manager:*** Monitoring daily sales progress and showroom activities
* Managing variousgovernments deals as well as implementing marketing initiatives
* Preparing inventory & sales report on total sales volume of other automotive dealers with the main office
* Facilitating the preparation of daily, weekly and monthly reports and sharing the same with Direct Manager
* Updating the team on products, customer as well as competitor information

**Significant Accomplishments:*** Played a pivotal role in increasing the sale of GMC vehicles from 84 units to 240 units in a span of 3 years.
* Enhanced customer satisfaction levels from 25% to 89% in 4 years by strictly implementing GM Retail Standards.
* Implemented process enhancement initiatives through continuousmonitoring to raise the standards.
* Completed Gold Level Certification for a Sales Consultant from General Motors.
* Honored with the Best Seller Award from Al Ghandi Auto in 2005, 2007, 2009 & 2015.

**Key Result Areas as Showroom Assistant Manager:*** Managed the overall administration and operations of showroom automobile dealership

**Apr’04 to May’10 with National Auto (Fiat, Lancia, Proton &SsangYong Vehicles) as Team Leader****Growth Path/ Assignments Handled:**Apr’04 to Aug’06: As Sales ExecutiveAug’06 to Apr’08: As Senior Sales ExecutiveApr’08 to May’10: As Team LeaderPrevious Experience**Dec’98 to Mar’04 with Grand Rent A Car Est. Abu Dhabi, Abu Dhabi, UAE as Managing Director****Nov’96- Aug’98 with United Pharmacists, as Accountant** Trainings Attended* Successfully attended various training sessions like:

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| * Consultative Selling Skills
* Advanced Sales and Negotiation Skills
* The Perfect Delivery
* Effective Vehicle Appraisal
* The Value of an Effective Sales-to-Service Handoff
* Lead Management
* Internet Selling Skills
* Introduction to Customer Management
* Technical Insight for Non-Technical Personnel
* Find New Roads
* The Role of the Sales Manager
 | * Consultative selling process
* Effective Vehicle Delivery
* Completely Satisfied Delivery System
* Effective Closing Techniques & Handling Objections
* Scheduled Maintenance and Menu Pricing
* Effective Tel. Selling Skills for Sales Consultants
* Time Management and Planning Skills
* Customer Management Techniques
* Advanced Trucks & Commercial Vehicles
* CRM/Prospecting New Customers
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IT Skills* Proficient in MS-Office and Internet Applications

personaldetails24x24iconsPersonal Details**Date of Birth:** 23rd November 1973**Languages Known:**English and Arabic**Visa Details:** Employment visa**Marital Status:**Married**No. of Dependents:**Three |
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