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| Pls. insert photo  Yahia  **~Showroom Management ~ Revenue Generation** [yahia.345480@2freemail.com](mailto:yahia.345480@2freemail.com) | |
| core24x24iconsKey Skills   |  | | --- | | Showroom Management | |  | | Revenue Generation | |  | | Dealer Management | |  | | Reporting & Documentation | |  | | General Administration | |  | | Inventory Management | |  | | Government Liaising | |  | | Sales & Marketing | |  | | Team Building & Leadership | |  | | **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 |
| softskills24x24iconsSoft Skills | career24x24iconsRecent Career Timeline |
| Collaborator    Communicator      Planner  Change Agent    Motivational Leader     Thinker | Dec’98- Mar’04  National Auto (Fiat, Lancia, Proton &SsangYong Vehicles) as Team Leader  Apr’04- May’10  Al Ghandi Automotive Group as Showroom Manager  Jun’10- till date  Grand 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 Manager  Nov’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 Executive  Aug’06 to Apr’08: As Senior Sales Executive  Apr’08 to May’10: As Team Leader  Previous 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:  |  |  | | --- | --- | | * 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 |   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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