

Abubakr

**E-mail:** abubakr.370125@2freemail.com

**WORK EXPERIENCE :**

**B.Tech**

**Jul,2014 —Jan,2017**

Sales Executive

Conduct market research to identify selling possibilities and evaluate customer needs

Actively seek out new sales opportunities through cold calling, networking and social media

Set up meetings with potential clients and listen to their wishes and concerns

Prepare and deliver appropriate presentations on products/ services

Create frequent reviews and reports with sales and financial data

Ensure the availability of stock for sales and demonstrations

Participate on behalf of the company in exhibitions or conferences

Negotiate/close deals and handle complaints or objections

Collaborate with team to achieve better results

**Next Fashion Store Jul 2012 — Jun 2014**

Sales Executive

Make initial customer contact through visits or calls

Identify each potential customer’s needs

Formulate business proposals according to customers’ business needs

Negotiate prices and variations in prices and specifications

Manage account management and expansion activities

Develop new opportunities and close existing ones

Build meaningful relationships within the company and outside

Develop detailed territory plans

Ensure appropriate and timely delivery of service and products

Follow up on service and/or product once the delivery has been made

Research market trends and products

Arrange meetings with potential clients

Challenge objections in order to get the customer to buy a product

**QUALIFICATIONS :**

Passed the 4C level at E Planet Axon Institution for Languages & Computer.

Microsoft Office Course at Armed Forces technical Institution.

**EDUCATION :**

**Bachelor of Arts & Education Sep 2011 — May 2015**

**(English Dep.)**

Suiz Canal University

**INTERESTS:**

Sports: Football and Swimming.

Reading: Western Novels, human Development and Economics Researches.

Travelling.

**PERSONAL**

**INFORMATION :**

Languages: Arabic (as mother tongue), English (Fluent Read, Write, Speaking). French ( Basics).

Religion: Muslim Sunni.

Nationality: Egyptian.

Marital Status: Single.

Visa Status: Visit Visa.

**REFERENCES :**

References available upon request.