**Eslam**

[Eslam.370668@2freemail.com](mailto:Eslam.370668@2freemail.com)



**Objective:** To become an achiever in sales

**PROFESSIONAL SYNOPSIS**



* Acquired an experience of **3 years** in sales and Marketing
* A self starter with entrepreneurial management skills having around **3 years** of qualitative experience in sales, marketing and business development in the Egyptian markets.
* An excellent planner with proven abilities in accelerating growth, generating customer loyalty levels and serving Retail and corporate sector customers effectively.

**KEY STRENGTHS**



* Adapt at opening new accounts with challenging customers in fast paced environments
* Consensus builder and skilled negotiator with the ability to build and maintain excellent relationships over a long sales cycles
* Able to make rapid assessments and quickly revise tactics to ensure progress and good achievement.
* Ability to perform well on both independent contributor and team member

**AREAS OF EXPERTISE & EXPOSURE**



**Sales & Service Operations**

* Drive sales initiatives and for strategic market positioning and ensuring the increase in sales growth
* Ensure territorial growth/development for increasing sales volumes.
* Map & analyze business potential, identify new profitable product & product lines.
* Identify and explore new markets and tap profitable business opportunities for business development.

**Client Servicing /Relationship Management**

* Businesses prospecting of complete range of products.
* Designing and conducting pre-sales presentations to prospective clients.
* Devise strategies through effective customer centric services for retention of clients.
* Build a harmonious relationship with bulk consumers and corporate accounts.

**CAREER HIGHLIGHTS**



**Jan 2014 – till date**

**Company** **: Crerra vision optics**

**Designation** **: Sales Representative.**

* Maintaining relationships with existing customers through regular visits
* Establish and maintain business relations and generate new business.
* Ensure high level of consumer satisfaction by building and maintaining good relationship with potential customers.
* Verifying the documents and submitting with 100% success ratio
* Initiate and close deals.
* Achieved the targets in all months

**Education**



***2012 Bachelor of accounting***

* Faculty of Commerce –Accountant Dept.
* Alexandria University**.**
* GPA: %75

|  |  |  |  |
| --- | --- | --- | --- |
| **PERSONAL DETAILS** |  |  |  |
| Driving License |  | : | International. Driving license |
| Languages Known | : | English, Arabic | |
|  |  |  | |
| Visa Status |  | : Visit |  |