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| Elgohary.373543@2freemail.com  |  |  |
| Al Rashidiya, Dubai | Elgohary |  |
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Over three years of sales, marketing as a sales representative for Events, Business Development. An effective team leader who can support all my team members. Seeking for challenge in your company to be one of your team, able to enrich my experience, apply my academic Knowledge, promote my interpersonal and improve my communication skills.

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| --- | --- | --- | --- | --- |
| Full Name |  | : Elgohary |  | Nile Academy for Science |
| Birth Day |  | : 01 Feb 1991 |  | Bachelor of Managerial Information Systems 2010 - 2014 |
| Nationality |  | : Egyptian |  |  | Overall Rating (Excellent) |
| Marital Status |  | : Single |  |  | Graduation Project (Excellent) |
| Driving license | : UAE & Egypt |  |  |  |
|  | **Management** |  |  |  |  |  |
|  | Management | Diploma in Business Management. |  |
|  | Customer service | Diploma in Customer Service. |  |
|  | Management Training (Essentials of Management, Communication Strategies, Time Management, |
|  |  |  |  | Maximizing Innovation and Problems Solving & Presentation Skills) |
|  | Entrepreneurship | Fundamental Entrepreneurial Concepts for Startup Ventures |
|  | Ideation & Innovation | Intel Ideation Training |  |
|  | e-Learning course | (Finance, Marketing, Operations, and Communication) |  |



Sales & Marketing" Training, Social Media Marketing and Social Media for Entrepreneur



 Ability to work hard under Pressure individually and in a team

 Well dressed and persuasive

 Leadership Skills

 Energetic, active, responsible, learnable and creative.



 Good communication skills and an excellent telephone manner

 Able to build relationships with customers

 Getting feedback from customers & handling any complaints



1 | P a g e





 Organizational : Time Management, Business Intelligence

Managerial : Idea Generator, Planning, Events Management



**Dubai, UAE**

**Medical Sales Representative**

In charge on the sales of the African markets & Middle East .



Support the distributors in the marketing activities.



Develop and discuss the distributors business plans & market expansion



Arrange the seminars & events for the potential customers.



Collect & analysis the market information.



Discover and open new markets especially in Africa.



In charge of company page on social media (Dentium Dubai).



Finalize all the requirements from the different government sectors.



**Dubai, UAE**

**Sales Executive**

Promote sales and services to customers.



Respond to customer needs and requirements.



Plan and schedule visits to point of sales to promote products and services.



Communicate customer orders and requirements to customer service and care department.



Enhance sales by greater access into current accounts.



**Al Mansoura, Egypt**

**Marketing Executive**

Deal directly with customers either by telephone, electronically or face to face.



Respond promptly to customer inquiries. Handle and resolve customer complaint.



Obtain and evaluate all relevant information to handle product and service inquiries.



Communicate and coordinate with internal departments.



Obtain and evaluate all relevant information to handle the service inquiries.



**Al Mansoura, Egypt**

**Marketing & Sales Representative**

Adjusts content of sales presentations by studying the type of sales outlet or trade factor Submits orders by referring to price lists and services



Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, monthly and annual territory analyses



Recommends changes in products, service, and policy by evaluating results and competitive developments. Resolves customer complaints by investigating problems, developing solutions, preparing reports, making recommendations to management.



2 | P a g e





**Al Mansoura, Egypt**

**Team Leader**

 Develop the team strategy to reach the goal.

 Provide any training that team members need.

 Communicate clear instructions to team members.

 Manage the flow of day-to-day operations.



**Al Mansoura, Egypt**

**Public Relation**

 Planning, developing and implementing PR strategies

 Liaising with colleagues and key spokespeople.

 Liaising with & answering inquiries from media, individuals and other organizations, often via telephone & email.

 Preparing and supervising the production of publicity brochures, handouts and direct mail leaflets.

 Organizing events including press conferences, exhibitions, open days and press tours

 Managing and updating information and engaging with users on social media sites such as Facebook.



Arabic: Native & English: Very good



Any references needed are available upon request



3 | P a g e

