**Curriculum vitae**

**Objective:** 

* Seeking a position that will benefit from my Sales experience, positive interaction skills and industry contacts where my experience can improve the sales results.
* Seeking an Outdoor/indoor Sales positions with a vibrant company utilizing over 15 years sales experience to contribute to the sales bottom line and improve company revenues. Highly effective communication skills, demonstrated persuasive and negotiation skills together with strong organizational skills ensure consistent achievement of sales targets. A highly motivated sales professional who is excited to learn and grow as part of your sales team.

***Personal information*:**

* Name: Sayed
* Email : Sayed.373924@2freemail.com
* Date of Birth: 2/2/1975.
* Home Address: Ismailia –Egypt.
* Current Address : BaniYas, Dubai, UAE
* Religion: Muslim.
* **Driving License in the Gulf States, issued in Kuwait**

***Scientific Grade*:**

* Bachelor of Art- English Department.
* License of Art.
* Date of graduation 1997.
* Grade: acceptable.

***Language*:**

* Arabic: Excellent.
* English: Excellent.

***Computer Skills*:**

Computer: Word – Excel - Internet.

***Experience*:**

* **Assistance Sales Manager from 2010 till 2017, Arabian beverage company (ABC), Kuwait.**
	+ - Develop a sales strategy to achieve organizational sales goals and revenues
		- Are responsible [for motivating](https://www.peaksalesrecruiting.com/motivate-sales-team/) and advising their reps to improve their performance, as well as hiring and training new sales representatives
		- Follows up with customers after the sale to ensure satisfaction of service and products and to obtain sales referrals for new business Ability to communicate effectively and professionally with employees at all levels of a prospective customer’s organization
		- Makes sure that sales orders are delivered in time by coordinate with other departments within the organization.
		- Resolves order and inventory problems by investigating data and history; identifying alternate means for filling orders; notifying managers and customers
		- Strong organizational and time management skills
		- Tracks sales expenses by tracking, consolidating, analyzing, and summarizing expenses; forwarding for reimbursement
* **Senior Sales Representative from 2006 till 2010, Arabian beverage company (ABC), Kuwait.**
	+ - Sales Rep presents commercial services and products to potential customers through in-person presentations and electronic communications
		- Ensure that the sales department works cross functionally with executives from other departments. For example, they collaborate with marketing to generate new lead sources and expand the target customer base, or with product and research teams to make sure customer needs are met
		- Investigate problems; prepare reports; develop solutions, and make recommendations to management in order to resolve customer complaints
		- Make and submit orders by referring to product literature and price lists
* **Sales Representative from 2000 till 2005, Kaha foods Egypt.**
	+ - Selling products and services using solid arguments to prospective customers
		- Have to make calls and communicate with customers to sell products
		- Attend sales meetings, take orders, test products and negotiate price.

***Skills and Abilities***

* Able to interact with all Ages.
* Leadership qualities.
* Self-Motivated.
* Good organizational skills.
* Patience
* Confident
* Effective communication skills