Akram

Personal Information​​​

▪ Address: Tiger Tower, Dubai Marina

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▪ Date of birth: 21st of October 1987

▪ Gender: male

▪ Marital Status: Single.

▪ Military status: Exempted

▪ Nationality: Egyptian

Objective​​

As a fully qualified sales executive and certified product specialist with more than 6 years of varied experience and GCC experience, I\\\'m seeking a challenging position in an organization where my skills, qualifications, and experience can be utilized, which will enhance my background and experience and provide an opportunity to make a significant contribution to the goals of the organization.

Education & Degrees​​

▪ February 2009 Bachelor\\\'s Degree in Business Administration

Arab Academy for Science and Technology and Maritime Transport

 Major: Finance

Language Skills​

▪ Arabic: Mother tongue.

▪ English: Fluent written and spoken.

Computing Skills & Related Courses​

▪ Word Processing: MS Word and Others.

▪ Spread Sheets: MS Excel and MS Access.

▪ Design & Presentation: MS PowerPoint.

Career Path​

▪ Nov 2014-Dec 2017: Certified BMW Product Specialist and Certified BMW I at Al Fardan Automobile, Doha, Qatar.

BMW general importer (BMW, MINICOOPER, ROLLS ROYCE)

Job Description:

▪ Market Analysis and Research for other premium brands and share it with the sales team.

▪ Vehicles ordering and planning reports to the management.

▪ Support the sales team during the sales consultation (Technical and competition argumentation).

▪ Handling the showroom display.

▪ Accomplishing and participating in dealer and external events to present products and technologies to the customers (Product launch events/motor shows).

▪ Keeping the product knowledge within the dealership at level (Product Knowledge training).

▪ Supporting fleet sales advisors during product presentation and explanation.

▪ Assisting the showroom manager to improve CSI sales.

▪ Assisting customers for after sales questions.

▪ Creating passion for BMW brand/ensuring a brand related customers treatment at the dealership.

▪ Exculpate the sales advisor to increase their productivity.

▪ Promote BMW I brand features and services.

▪ Distinguishing all the strength and key points of the entire BMW model range.

▪ Oct 2012-Oct 2014: BMW Retail sales executive at Bavarian AutomotiveCompany, Alexandria, Egypt.

 BMW general distributor (BMW, MINICOOPER, ROLLS ROYCE).

Job Description:

▪ Reporting to the branch manager.

▪ Follow up with the client.

▪ CRM leads.

▪ Handling the walk in client.

▪ Prospecting to get new clients.

▪ October 2011-Sep 2012: Account Executive at Bench Mark advertising agency (BTL agency) ,Cairo, Egypt

Job Description:

▪ Agent between the client and the agency (complains and comments).

▪ Preparing proposals and quotations.

▪ Auditing the activation and campaigns (ushers, production, products ....) .

▪ Receiving daily report from the supervisors and reporting to the manager .

▪ April 2011- September 2011: Watania Company for plastic industries, (Family business), Alexandria, Egypt.

Job Description:

▪ Analyzing the market needs to import new molds for the new products.

▪ Auditing the production lines to check the products quality.

▪ Auditing the orders before the delivery to check the quality and quantities.

▪ May2010-April 2011: Property Consultant atI-Property for Real Estate Marketing and Brokerage,Alexandria, Egypt.

Job Description:

▪ Receiving the customers\\\' inquiries and matching it with my database.

▪ Reporting to the manager.

▪ May 2009-May2010: Trader at Pyramids capital securities brokerage. Alexandria, Egypt.

Job Description:

▪ Monitoring the market movement and selling / buying stocks according to the clients order.

▪ Reporting to the manager.

Other Qualifications​

▪ Excellent Communication& Presentation skills.

▪ Creative thinking.

▪ Punctual, hard worker and self-motivated.

▪ Ability to work under pressure.

▪ Good planning and organizational skills.

▪ Dependable and work fast in assigned tasks.

▪ Ability to lead, motivate and work with team members.

▪ Friendly and Charismatic; Ability to maintain an excellent and harmonious relationship with clients, coworkers and supervisors.

▪ Excellent analytical and problem solving skill.

▪ Experience in handling and supporting premium and VIP customers.

▪ Persuasiveness (good communication and negotiation skills).

▪ Flexiblility and willingness to learn.

▪ Self management and resilience.

Personal interests​

Sports and traveling.

References Available upon request