# SKILLS

*EHAB*

 ehab.375975@2freemail.com sales&marketing

## Address

Alrekaah near alreef mall DUBAI

***Phone number*** *+971504753686 / +919979971283*

## Date of Birth

24.10.1985

 Good communication - written and oral skills

 Excellent conceptual and analytical skills

 Effective interpersonal skills

# PERSONALITY

*PERSONAL INFORMATION:*

## Nationality : EGYPTION . VISA : Tourist.

***passport No: normal/ A21562890 .***

*EDUCATION*

 Communicative

 Punctuality

 Creativity

 Organized

 Working under pressure

 Time Management

 Working individually or with ateam

2002 - 2006

## Bachelor Degree of Higher Institute of Social Service

Sales $ Business Marketing

# PROFILE

## Customer service and sales expert who identifiescustomer needs and delivers effective solution to problems,committed to providind high-quality customer care to create a positive shopping experience, personable and professional under pressure with

*CERTIFICATION*

1. *Professional education course in Customer Service at 2017.*
2. *Professional education course in Marketing Management Professional ( CMMP)*
3. *Program Of Training Course in The Field of Strategic Marketing .*
4. *Program Of Training Course in The Field of Business Management Skills.*
5. *Program Of Training Course in The Field of Sales Management .*
6. *Program of The Training Course in The Field of ICDL.*

# LANGUAGES

*Arabic*      

*English*     

## motivated, energetic nature.

*EXPERIENCE*

***(MAMDOUH GHATATY) Distributor &Agent of Michelin and Dunlop and many kind of car batteries(Egypt) .***

Position : Sales Representative.

## Responsibilities:

1- Cold call target accounts to establish new customer. 2- Offer information on product lines,service offerings,and demonstration.

3- Grow customer base by 10%or more each year. 4- Return sales inquiry calls and determine how we can help the potential customer with equipment needs. 5- Increase post-sale purchases 20%with regular follow-up calls and periodic on-site visits.

6- Collaborate with management and outside sales representatives on receivables and delivery schedules.

2011 - 2013

## ALRAWABI FARMS.(SAUDIA ARABIA)

Posation :Sales Executive.

## Responsibilities:

1- worked with established customers to increase sales. 2- Followed-up on purchases,inquired about

satisfaction,and suggested additional item or services. 3-Made on-site and of-site sales presentations demonstrating equipment.

4- developed sales strategies and carrying out supply contracts for CARREFOUR&ALOTHAIM.market for our crops.

# SOFTWARE SKILLS

*Word*    

*Microsoft Excel*   

*Microsoft Powerpoint*   

# HOBBY

|  |  |  |
| --- | --- | --- |
|  |  |  |
| *Reading* | *Technology* | *Body building* |
|  |  |  |
| *travel**REFERENCE:* |  |  |

2013 - 2017

## (ALGEMLAS GROUP) for ready concrete production factory....

POSITION : Sales Executive.

## Responsibilities:

1- Organizing sales visits.

2- Demonstrating/preesenting products.

3-Responsible for maximization of sales for company products.

4-Make initial customer contact through visit or calls. 5-Formulate business proposal according to customer business needs.

6-Negotiate prices and variations in prices and specifications.

7- Ensure appropriate and timely delievery of service and products.

8- Record sales information and maintain customer record.

*All reference will be available on request. CAREER OBJECTIVE*

In my endless commitment to enhance my knowledge and enrich my career path, i would like to have the opportunity to expose myself to new challenges by adding more academic and practical knowledge aiming at joining a reputable Organization, to keep up with the standards of excellence acquired.

Im approaching your reputable to suit my self in acapacity that matches my previous experience and adds more challenges to my career path .

