

**PERSONAL INFO**

**E-MAIL**:

[Ahmed.385255@2freemail.com](mailto:Ahmed.385255@2freemail.com)

**NATIONALITY**: EGYPTIAN **DATE OF BIRTH** :1 OCT 1989

**ADDRESS**: Al Riqqa , Dubai

**EDUCATION**

**BACHELOR OF COMMERCE**

*Class :2010*

Ain Shams Uni , Cairo , Egypt

**COMPUTER SKILLS**

Excellent command of MS office tools (Word, Excel, Outlook and PowerPoint)

* Excellent Internet Research Skills

**COURSES**

* Microsoft Office programs course
* ERP program course
* English Course at the BRITISH COUNCIL
* Soft Skills at SSP (Success Skills Program)
* FOREX

**LANGUAGE**



**AHMED**

**S e n i o r S a l e s E x e c u t i v e**



**ABOUT**

An Experienced Customer Service Banking and Senior Sales Executive with a strong interest in the field of electronic and banking and developments , that requires extensive professional .



**CORE COMPETENCIES**

|  |  |
| --- | --- |
| Performance Analysis | • Leadership skills |
| Real-time Engagement | • Excellent negotiation skills |
| Brand Strategy | • Stress Management |
| Customer Acquisition | • Hard Worker |
| Response Monitoring | • Excellent Communication skills |
|  | |
| **EXPERIENCE** | |
|  | |
| **BANKING CUSTOMER SERVICE REPRESENTATIVE** | |
| **Barclays Bank Cairo, Egypt** | **Jun-2010 to Dec-2011** |



Advise customers at open accounts and performing transactions Collect customer information and input data into the system ensuring confidentiality at all times

Assist customers with taking out different types of loans including personal auto home equity etc.

Meet with new bank customers to explain all the services and features the bank has to offer

**RETAIL SALES EXECUTIVE**



**Jarir Bookstore Riyadh, Saudi Arabia Feb 2012 to March 2013**



Work with and advise customers about the best choise of electronics .

**SALES EXECUTIVE**



**Allianz Co. Riyadh , Saudi Arabia FEB 2013 TO MARCH 2015**



|  |  |  |
| --- | --- | --- |
|  | Communicated with customers concerting their insurance policy |  |
| • Arabic: Native language | contacted average of 45 potential leads each week. |  |
| • English: Very Good | visited customer to discuss all their insurance policy options . |  |
|  |  |



**HOBBIES**

MAKE DEALS

GYM

MMA

SWIMMING

BUSINESS

KICK BOXING

MUAY THAI

READING

**SENIOR SALES EXECUTIVE**



**Bussma Developments Co. Riyadh, SAUDI ARABIA March-2015 to Aug-2018**



Worked as Sales Executive form March 2015 till March 2016 and then Senior sales executive from March 2016 till Aug 2018

1- Coordinate appointments to to show homes to prospective buyers.

2-Confer with escrow companies , lenders, home-inspectors and pest control operators to ensure that terms and conditions of purchase agreements are met before closing dates .

3- Compare a property with slimier properties that have recently sold to determine its competitive market price .

4- Contact Property owners and advertise services to solicit property sales listing

5-Evaluate mortgage options to help clients obtain financing at the best prevailing rates and terms

6-interview clients to determine what kinds of properties they are seeking

7- Review property listings , trade journals ,relevant , literature and attend conversation , seminars and staff and association meetings to remain knowledgeable about real state marketing .

8- Advise clients to market conditions , prices ,mortgages ,legal,requirements and related matters .

9-Generate lists of Properties that are compatible with buyers needs and financial resources

10-Promote Sales of properties through adv, open houses,participation in multiple listing services

**EXPERIENCE**

11- Arrange meeting between buyers and seller when details of transactions need to be negotiated

12-Coordinate property closing , overseeing signing of documents and disburse meant of fund



**NOTE**

**LICENCE :** SAUDI ARABIA ,EGYPT & INTERNATIONAL .

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**Available upon request**