

Dekernes – Dakahliya Governorate , Egypt

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Nationality: Egyptian

Date of Birth: 23-07-1987

Marital Status: Married

Job Title: Area Sales Supervisor

Objectives

- Seeking New Challenging position in A Well – Known Organization to contribute as a part of its team by dedicating my knowledge – skills and experience to help achieving the company's objectives and targets.

Education:

- Major-Bachelor's Degree
  (2008) Alexandria University Alexandria, Egypt
- Faculty of Tourism & Hotels by Section of Tour Guide.

Experience:

(Freelancer)-(Egypt)
(Dec 2020-Till Now)

- Formulating assignments in accordance with prescribed specifications.
- Editing assignments to ensure that they are accurate and well-presented.
- Liaising with the line manager to clarify assignment-related expectations, as needed.
- Submitting completed assignments in the stipulated format.
- Storing and filling copies of all completed assignments.
- Keeping an accurate record of hours worked and income received.
- Ensuring that the work equipment remains in excellent working condition at all times.

(Baja Food Industries Co.)-FMCG(Khamis Mushayt-KSA)
(Jan 2018-Mar 2020)
Area Sales Supervisor
Duties and Responsibilities:

- Leading up southern region and manage 15 retail stores .
- Achieving sales target and ranked #1 Regional Sales Manager (out of 8) in 2018 & 2019.

- Increased sales growth for southern region as 46% in 2018 & 28% in 2019.
- Developing sales strategies and setting targets.
- Maintaining and increasing sales of the company's products.
- Establishing, maintaining and expanding my customer base.
- Servicing the needs of my existing customers.
- Increasing business opportunities through various routes to market.
- Setting sales targets for individual reps and my team as a whole.
- Recruiting and training sales staff.
- Monitoring my team's performance and motivating them to reach targets.
- Compiling and analyzing sales figures.
- Dealing with some major customer accounts myself.
- Collecting customer feedback and market research.
- Keeping up to date with products and competitors.
- Client relationship development, loyalty & retention.
- Looking in the market for alternative to missing items.
- Monitoring data management to keep accurate product, contract, pricing and invoicing information.
- Planning of procurement, production, inventory control, logistics and distribution.
- Making recommendations & advising senior management on all selling issues.

(Baja Food Industries Co.)-FMCG(Khamis Mushayt-KSA)
(Jan 2013-Dec 2017)
Sales Supervisor
Duties and Responsibilities:

- Directing, managing and motivating the sales team members so that they can together achieve the sales targets or set figures.
- Developing strategies for selling of products and designing tactics through which maximum revenue can be earned.
- Resolve customer complaints and issues within the sales department for smooth functioning.
- Supervising the various shift structures appointed to different sales team members.
- Understand customer needs and offer solutions and support.
- Work with sales team when closing sales.
- Track weekly, monthly, and quarterly performance and sales metrics
- Meet all sales quotas and goals.
- Ensure standards for quality, customer service and health are met.
- Organize and distribute staff schedules.

(Baja Food Industries Co.)-FMCG(Riyadh-KSA)
(Mar 2009-Dec 2012)
Sales Coordinator (Retail)
Duties and Responsibilities:

- Greets and receives customers in a welcoming manner.
- Serves customers by helping them select products.
- Drives sales through engagement of customers, suggestive selling, and sharing product knowledge.
- Responds to customers'questions & provides them with information about items.
- Directs customers by escorting them to racks and counters.
- Provides outstanding customer service.
- Documents sales by creating or updating customer profile records.

Courses&Certificates:

- Aug 08- ICDL Course Mansoura, Egypt.
- 2012 Online Sales Course.

Most proud of:

Achievements

Best Area Achievements & Performance 2nd half 2018 & 2019.
Best Retail Supervisor 2nd & 3rd Quarter in 2017.
Best Sales Performance 2011 .

Team Work

Collaboration, Delegation, Goal Setting, Group Leadership.

Planning

Analyzing Issues, Decision Making, Project Management, Strategic Planning

Physical Organization

Creative Thinking, Effectiveness, Productivity

Languages Skills:

Arabic: Native Language

English: V-Good command of both written & spoken

Italian: Fair command of both written & spoken