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ABOUT ME

Seeking for a competitive and challenging environment where I can serve your organization and establish my career according to my experience and skills .

WORK EXPERIENCE

Corporate Sales Officer

Aman Financial Services Company [15/11/2018 – Current]

City: Ismailia

Country: Egypt

- Business or sector: Financial and insurance activities

- Facilitate cold and warm calls to prospective leads; schedule and follow through on calls with leads and current customers
- Source and work customer referrals
- Answer all lead and customer questions accurately; prioritize and/or escalate lead and customer questions as needed
- Perform cost-benefit analysis for prospective customers and advise on appropriate purchase options
- Promote specific products as directed by upper management
- Inform leads and customers of current promotions and discounts
- Maintain positive business and customer relationships in the effort to extend customer lifetime value
- Develop strategies for more effective sales, both individually and as part of a team
- Track all appointments, sales, complaints, status reports, etc. thoroughly for manager review
- Self-improve continuously by way of experience and manager feedback

Branch Manager

Bim Corporation [12/2015 – 12/2017]

City: ismailia

Country: Egypt

- Manages and supervises management personnel; Responsible for daily supervision and leadership
- Maintains and processes
- Recruiting, screening, interviewing and hiring new employees
- Assistance in customer service and satisfaction
- Marketing branch within the community to attract business
- It records and searches all financial information for analysis
- Oversees budget reporting, budget preparation, and budget analysis
- Documenting and interpreting complex financial information for bank clients
- Provides advice on financial management procedures as well as policy development
- Oversees financial reports for taxes, regulatory agencies, and other financial groups related to branch financing
- Forecasts and plans according to financial needs
- The number of bank accounts increased

customer sales representative

United Company for Pharmacists [2017 – 2018]

City: ismailia

Country: Egypt

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

LANGUAGE SKILLS

Mother tongue(s):

Arabic

English

LISTENING: B2 **READING:** C1 **WRITING:** B2

SPOKEN PRODUCTION: B2 **SPOKEN INTERACTION:** B1

Turkish

LISTENING: C2 **READING:** C2 **WRITING:** C2

SPOKEN PRODUCTION: C2

SPOKEN INTERACTION: C2

EDUCATION AND TRAINING

Preliminary MA in Philosophy

Suez Canal University [2014 – 2015]

Bachelor of Arts and Humanities

Faculty of Arts and Humanities ,Suez Canal University [2009 – 2013]

International Computer Driving License

Axon Institute [06/2014 – 07/2014]

DIGITAL SKILLS

Microsoft Word / Microsoft Excel / Outlook / Microsoft Powerpoint / Google Docs / Google Drive / Social Media / Organizational and planning skills / Team-work oriented / Decision-making

DRIVING LICENCE

Driving Licence: **B**

HONOURS AND AWARDS

Best employee in the second quarter of 2020

Aman Financial Services Company [08/2020]

https://scontent-hbe1-1.xx.fbcdn.net/v/t1.0-9/116792814_3078634172183653_1202590142522625787_o.jpg?_nc_cat=108&_nc_sid=8bfeb9&_nc_ohc=fQ7okYb8eKUAX_zk609&_nc_ht=scontent-hbe1-1.xx&oh=a88c235afc579225ff0d69596be56ea4&oe=5F949F44

Two years sales experience certificate

Bim Corporation [2017]

ORGANISATIONAL SKILLS

sales field

- Creating and keeping deadlines
- Delegation
- Goal setting and meeting goals
- Decision making
- Managing appointments
- Team management
- Project management
- Making schedules
- Coordinating events
- Problem solving
- Productivity
- Teamwork
- Team leadership
- Multitasking
- Strategic thinking
- Implementing strategy