

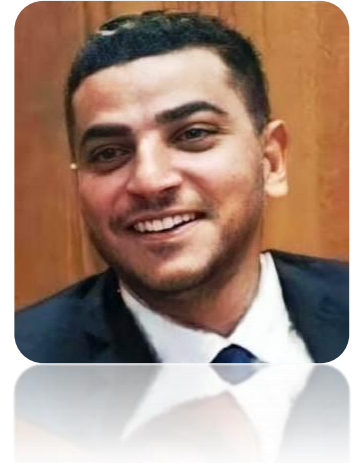
## **Mahmoud Mohamed ahmed**

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Address: MAADI – CAIRO Egypt

Date of Birth: 28/6/1990



### **Objectives:**

I am seeking for an opportunity in a reputable established company or organization where I can use my knowledge and experience in communication skills, eagerness to learn and advance, together with acquired skills from my work to date, can be appropriately utilized for my continuous career progression and to give me a worthwhile career.

Please note that throughout my recent years of further education, I have worked in many companies, where my communication skills have been exercised and improved, and my conversance with, modern office environments and equipment has been acquired.

### **Work Experience:**

#### **organizer tourist programs July 2019**

Organizer of tourism programs Job

Responsibilities: - Reservation of hotels, restaurants and reception of foreigners from the airport and the work of various programs

#### **Etisalat Egypt July 2012 – December 2014**

##### **Sales Analyst:**

- Make a daily report about the region sales.
- Sending team members achievement day to day to the management.
- Determine the weakness points in the sales achievement & the poor areas in each sales zone.
- Communicate with other departments (HR, Finance, Warehouse.....) to solve the team problems.
- Analyst the team members (Executive & supervisor) achievement month to month and send it to the top management.
- Distribute & send the dealers team nationwide product mix targets monthly as per the month criteria.

## **Etisalat Egypt November 2017– June 2018**

### **Corporate Telesales & Retail Representative:**

- Make the customer interested in what we are selling and turn that interest into sales.
- Make outbound calls or accept incoming calls to describe the product explain the benefits of these products and answer their customers' questions.
- Prepare quarterly presentation with the rest of the channel members, exchanging best practices and market updates.
- Attend trade shows or conferences to keep up with the latest products and trends.
- Coordinate with the technology department in the definition of specific proposals.
- Develop a long term trustworthy relationship with customers.
- Timely communicate & advise his customers with all new offers, tariffs, business solution, tariff advisors & proceed with the required migrations.
- Conduct quality sales calls with good planning and approach for each visit, always ready with all brochures, offers, advisors and business solutions.

### **Personal Skills:**

- Leadership skills.
  - Qualified Trainer.
  - Team building management.
  - Training curriculum creation skills.
  - Presentation deck creation skills.
  - Accustomed and experienced in handling Customer's and Client's enquires, whilst knowledgeable of the Company's Services, Products and availability.
  - Capable of using Computers, Printers, Scanners and other modern office tools.
- Able to adapt to changes in the work environment workplace.

### **Qualifications:**

- An English Course at CIC academy.

**Computer Skills:**

- Experienced in using word processors: MS word for Windows.
- Experienced in using spreadsheets: MS Excel.
- Experienced in using Outlook, E-mail and internet Search.

**Languages Skills:**

- Fluent written & spoken Arabic.
- English: Excellent command both spoken and written.

**Personal Status:**

- Nationality: Egyptian
- Marital Status: Single.
- Faculty of Commerce, Cairo University 2012

**References:**

References available upon request.