



# Nesrin Gamal Ahmed Abutabl

## portfolio manager

I have the ability to solve problems and handle client Because of my experience as a Portfolio Manager for Orange corporate. My responsibilities are to solve problems and complaints and handle client to maintain the account and solve problems team. Have strong analytical skills, good understanding of Compliance practices and local regulations. 2 year experience in solve problems,handle compliance I loved this job and worked hard at it

## Experience

### 9/2023: currently

#### B2B authority agent Orange (orange corporate team )

##### Portfolio manager

Responsible for maintaining accounts and increasing revenues . Supervising the team's work and Set monthly action plan to achieve the assigned targets. their monthly sales and following up on each client's monthly.

Responsible for sending emails of offers and solving customer problems and handle client

### 3/2023:8/2023

#### Orange service

##### Enterprise direct sales

Prospect potential corporate accounts in assigned areas.

Sell Enterprise products and services and ensure proper collection for the required documents. Focus on acquiring new corporate accounts

### 2022-2023

#### Marktetopia digital marketing

##### Human Resources specialist

Implementing various HR guidelines and policies.Advise, guide and support managers on all matters related to ethics and employee relations to ensure a fair and consistent approach.

Attend the employee grievance and workplace discipline cases with the employee relation department.Attend the exit interviews meeting, analyze the reason of resignation.Validate new hire requests against the plan of assigned departments.

### 2020 - 2022

#### Rizkallah authority agent Orange (orange corporate team )

##### Portfolio manager

Responsible for maintaining accounts and increasing revenues . Supervising the team's work and Set monthly action plan to achieve the assigned targets. their monthly sales and following up on each client's monthly.

Responsible for sending emails of offers and solving customer problems and handle client and the point of contact between the agent and Orange. Organized Team tasks and accomplish my tasks And Make monthlybn and weekly reports .Coordinate with other departments to activate new lines and services for the customers within the identified SLAs .His deputy for the branch manager in his absence.

## Contact

### Phone

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+2 01090432001



nesrin.gamal.102@gmail.com

Egypt

## Education

2022

**Diploma of Education, Human Resources Management and Service Arab Academy For Science,Technology & Maritime Transport**

2019

**Bachelor of Agricultural Sciences**

Department of Plant Protection

**Graduated from Faculty of Agriculture , Zagazig University.**

## Skills

- Communication and negotiation skills
- Leadership skills
- Teamwork
- Multi-tasking
- Ability to work under pressure, adapt to changes & meet deadlines.
- Microsoft office
- Sales skills
- Customer service
- Creative

## Language

**Arabic** Native

**English** Good

**French** A1

**German** A1

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## Experience

### 2020 - 2020

Rizkallah authority agent Orange (orange corporate team )

#### Team leader portfolio sales

Set weekly visits plan and report daily progress and visits performed. Monitor personal KPIs and targets . Supervisingg the team's work and their monthly sales and following up on each client's monthly. Responsible for sending emails of offers and solving customer problems and handle client

### 2019 - 2020

Rizkallah authority agent Orange (orange corporate team )

#### Sales outdoor

Prospect potential corporate accounts in assigned areas. Sell Enterprise products and services and ensure proper collection for the required documents. Focus on acquiring new corporate accounts

## Internships

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### 1 :30 August 2018

central administration of Plant quarantine, In the port of Alexandria

### 15 October 2019

Training for 100,000 agricultural greenhouses of the Ministry of Agriculture and Land Reclamation represented by the Agricultural Research Center and the Arab Industrialization Authority

### 10 may 2023

Has attended Certified Human Resources Diploma Provided by EYouth Learning and IAO for a total of 32 Hours

## Reference

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### Amro yahia bahgat

Supervisor indirect sales -Orange

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