

Senior Sales Accounts Manager, Hadeer-Ahmed



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Profile

With 9+ years of overall work experience in the IT field, I have excelled in sales, lead generation, and deal closure skills, achieving sales targets and delivering sales presentations to high-level executives.

Skills

Computer Skills (Microsoft Office Package (Word, Excel and PowerPoint)),

Personal Skills (Good ability to work in a team work or individually according to job requirements. Good ability to learn new technologies, work for long time. Good research abilities and quick learner. High communication skills.)

Certificates

- NSE 1, NSE2 and NSE3 Network Security Associate at Fortinet.
- ICDL
- H.R (Your life of your choice – American of petroleum Geologists AAPG)
- Effective Time management

Professional Experience

Senior Technical Sales Consultant,, A1 Softech

11/2023 till now

I am working CRM Zohoo.

- Increase the level of sales and business mix from individual clients
- Increase share of each market sector
- Research and Database
- Identifies market potential by qualify y accounts.
- Initiates sales process by scheduling appointments; making initial presentation.
- Closes sales by building rapport with potential account; preparing contracts
- Expands sales in existing accounts by introducing new products and services.
- Contributes information to market strategy by monitoring competitive.
- Recommends new products and services by evaluating current product results.
- Updates job knowledge by participating in educational opportunities.
- Accomplishes marketing and organization mission by completing related results as needed.
- Accomplish company target and working hard to achieve desired company profit.

Senior Sales Accounts Manager,, UC Solutions

09/2021 – 09/2023

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Sales Team Leader, ICON

04/2017 – 09/2021

- Helping in the creation, implementation and execution of Sales Plan and pipeline.
- Supervising a team of Account/Senior Account Manager, including coaching, forecasting and setting sales and work plan for them.
- Follow up on the team's objectives that are tracked through sales meetings conducted by the manager.
- Conducting interviews for hiring new staff and transferring or dismissing seasoned
- Staff through action plans.
- Coach team and teach agents how to acquire customers, negotiate
- Communicating with higher management and maintaining all sales reports.
- Accomplish company target and working hard to achieve desired company profit.

Sales Accounts Manager, *logic Egypt group*

07/2016 – 04/2017

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Sales Accounts Manager, Source Egypt

08/2014 – 07/2016

- Customer penetration, contact customers, makes proposals.
- Determine price after check exchange rate deal with suppliers, make invoices.
- Deal with purchasing department, check with finance department for exchange rate.
- Make visits to customers, expand sales volume, and open new accounts.

Languages

English	● ● ● ● ●
Arabic	● ● ● ● ●

Interests

Travelling, Reading, Drawing