

BASMA HOSNY ABDELAZI Z



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Address: Cairo. Naser city. Egypt

Date of Birth: 9/8/1987

Marital Status: Single.

OBJECTIVE

Seeking a challenging position in a reputable company where my academic background and interpersonal skills are well developed and utilized.

EDUCATION

▪ 2004 – 2010

BA in Social Workers. Suez Canal university | Port Said, Egypt.

Grade: Good.

▪ 4/2010 – 9/2010 Cabin Crew Course. In - Flight Service Institute | Alexandria, Egypt.

EXPERIENCE

▪ Sales Manager – Voma Global Oman **(March 2020 till now)**

▪ Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.

▪ Meeting planned sales goals.

▪ Setting individual sales targets with the sales team.

▪ Tracking sales goals and reporting results as necessary

▪ Sales Executive – Allianz Insurance – Egypt **(2017 till 2019)**

▪ Coordinating with marketing on lead generation.

▪ Promoting the organization and products.

▪ Responsible for major corporate accounts.

▪ Sales Supervisor – L'oreal – Egypt **(2015 till 2017)**

▪ Understand our ideal customers and how they relate to our products.

- Coordinating sales efforts with marketing programs.
- Setting goals for performance and deadlines in ways that comply with company's plans and vision.

▪ Sales Supervisor – Marks & Spencer “Al-Futtaim Group” **(2013 till 2015)**

- Monitoring employee productivity and providing constructive feedback and coaching.
- Pass on information from upper management to employees and vice versa.

▪ Assistant Store Manager – Adidas International OriginalBrand **(2011 till 2013).**

▪ Selling products by establishing contact and developing relationships with prospects and recommendation.

▪ Sales – Fashion International Group (FIG) in bebe Brand **(2010 till 2011).**

▪ Travel agent – Itta Tours Company **(2009 till 2010)**

Training

- Adidas “Shine” course (Customer service – Communication skills – Sales).
- Marketing & Sales techniques and professional promotions.
- English Conversation (IV) and Elementary (II) In American Language Center.
- Amadeus systems in royal academy for travel agent.

SKILLS

Personal Skills:

- Selling skills.
- Negotiation skills.
- Communication skills.
- Team worker.
- Leadership skills.

Computer Skills:

- MS Office.

Language Skills:

- Arabic: Mother language.
- English: Excellent.