

Sharif Massad Al-Shahat Muhammad

Address: Banha -
Mobile: +2-01555996865 , Phone: +2-01555996843
Email: Shirefmosad134 @icloud.com



PERSONAL DATA

Date of Birth: 21th octobar 1993 .
Nationality: Egyptian.
Military Service: Final dismissal
Marital Status: Married.

OBJECTIVE

Seeking a challenging position in such a growing and dynamic firm, whereby my technical background and interpersonal skills can be applied and fully developed within a teamwork and creativity encouraging environment.

Summary:

A professional experience for 8 years in direct IT sales, maintaining regular contact with the customers either to follow up or discussing special promotion with them related to the advertising campaigns held by the company and identify customer requirements then providing the customers with rapid cost calculation, also make cold calls. Communication flows effectively with vendors and the negotiation with them, resolving problems related to invoicing clients.

EDUCATION

• B.Sc. information system	University:	Future Academy.
Graduation year:	2020	

WORK EXPERIENCE

- **Sales Manager Assistant .at► Patchi for chocolate and gifts**

- Directs customers by escorting them to racks and counters and suggesting items.
 - Advises customers by providing information on products.
 - Helps customer make selections by building customer confidence; offering suggestions and opinions.
 - Documents sale by creating or updating customer profile records.
 - Providing Customers with quotations
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- **Lavoar Sweets Company for 3 years**

- Study the sales situation within the region and prepare marketing plans and strategies.
 - Data analysis to identify the best and most efficient sales methods.
 - Communicate with customers to address complaints and provide appropriate solutions.
 - Discover sales opportunities through consumer studies and research.
 - Display and present available products and services to potential customers.
 - Participate in promotional events such as trade fairs, etc. to develop customer relationships.
 - Provide training on sales techniques and distinctive features of the organization's products.
 - Evaluate sales performance and measure KPIs.
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- **Seller in Donuts for more than 3 years**

- To get to know the product: Getting to know the product is one of the obvious things that the saleswoman must do before she starts selling the product.
 - Credibility: the seller must be trustworthy.
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- **Salesman at Al-Dafa Sweets Company for more than 3 years**

COURSES

- Human development under the supervision of the institution of the achievement of Egypt and under the supervision and promotion of youth and sports ministry under the supervision of the founder of UNICEF.

COMPUTER SKILLS

- **Excellent user of:**
 - Microsoft windows.
 - Microsoft Office (Word, Excel & PowerPoint).
 - Good at Microsoft Office

LANGUAGE SKILLS

- Arabic: Native tongue.
- English: Good .

PERSONAL SKILLS

- Effective communication skills.
- Team player.
- Smart worker.
- Self-motivated.
- Talented in delivering message and ideas.
- Direct Sales
- Customer Engagement
- Customer Service
- Team Management
- Negotiation Skills
- Presentation Skills
- Market Research