

Ahmed Abdullah

CONTACT	Driven Key Account Representative accustomed to meeting and exceeding client expectations. Oversees account needs and negotiates favorable partnerships to drive corporate growth and profitability. Superior communication and account management skills. Productive employee with proven record of accomplishment of successful project management and producing quality outcomes through leadership and team motivation. Works with clients to determine requirements and provide excellent service. Dynamic professional offers strong background in customer-focused environments. Addresses challenges with resourceful problem-solving and sound judgment.
Shoubra, Cairo 01006495092 - 01282468486	EXPERIENCE
	2021 – Current Sales Supervisor Furniture Exhibition, Cairo, Egypt <ul style="list-style-type: none"> Expanded and maintained customer base by counselling all outlets, maintaining rapport with key customers. Demonstrated extensive experience within field sales and field marketing to grow brand awareness and customer base. Engaged in meaningful conversations with customers to understand requirements and leverage sales. Expanded and maintained customer base by counselling all outlets, maintaining rapport with key customers
SKILLS	October 2018 – 2021
<ul style="list-style-type: none"> Distribution strategy development Market and competitor analysis Sales KPI management Long term trade planning 	Marketing Team Leader Tank, Cairo, Egypt <ul style="list-style-type: none"> Sought alternative resolution to difficult problems and adjusted strategies to meet changes in customer conditions. Collaborated with distributor sales personnel to remove any out of code product from market and reported to zone manager. Expanded and maintained customer base by counselling all outlets, maintaining rapport with key customers. Engaged with retailers to discuss alignment to company pricing strategies.
Military Service	September 2014 - September 2018
Final exemption	Marketing Promoter Tank, Cairo, Egypt

Marital Status	<ul style="list-style-type: none"> • Demonstrated extensive experience within field sales and field marketing to grow brand awareness and customer base. • Used outstanding communication and relationship-building abilities to nurture positive, profitable consumer relations. • Used exceptional persuasion and negotiation techniques to close high-value sales efficiently. • Kept up to date on competitor activities, market trends and industry developments through regular networking and researching. • Engaged in meaningful conversations with customers to understand requirements and leverage sales.
Married	
LANGUAGES	
Arabic: First Language English: B2 Upper Intermediate	
	February 2011 – August 2014
	Sales Promoter Alicafe Arabia, Cairo, Egypt
	<ul style="list-style-type: none"> • Engaged in meaningful conversations with customers to understand requirements and leverage sales. • Built product awareness, popularity and reputation through strategic brand advocacy. • Listened attentively to customer requirements, targeting product advice to meet their exact needs. • Promoted company products and experiences with passion and enthusiasm, increasing customer engagement. • Demonstrated extensive experience within field sales and field marketing to grow brand awareness and customer base.
	Education
	2017 Bachelor of Law Ain Shams University, Cairo