



SUMMARY

Results-Driven Senior Sales Operations Professional with Proven Expertise in Maximizing Revenue and Efficiency.

By combining my passion for driving success, in-depth knowledge of sales operations, and dedication to excellence, I aim to contribute significantly to the growth and prosperity of the organization as a Senior Sales Operations professional.

Seeking a challenging sales role where I can utilize my exceptional communication skills and sales expertise to drive revenue growth and contribute to the success of a dynamic organization.

PERSONAL INFORMATION

Birthday: 18/4/1985

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KARIM MOHAMED AHMED OMAR

Senior Sales Operations

EDUCATION

Bachelor's degree- Faculty of Commerce - Business Administration Division

2008

WORK EXPERIENCE

El Mazen's Phone Company – Sales

From 2006 – To 2011

Highly motivated and results-driven Sales Specialist with a proven track record of exceeding sales targets. Adept at building customer rapport and skilled in delivering persuasive sales pitches.

Egyptian German Company "EGIC – Senior Sales Operations

From July 2012 – To June 2023

- Managed daily sales operations, including sales data analysis, pipeline management, and order processing.
- Optimized the sales CRM system, ensuring accurate data entry and efficient reporting capabilities for the entire sales team.
- Sales Strategy and Planning: Demonstrated ability to develop and execute sales strategies aligned with business objectives and market dynamics.
- Implemented sales performance metrics to track team and individual progress, enhancing accountability and motivation.

KNOWLEDGE

- Alpha 2
- SAP
- Advanced computer skills
- Good English communication
- Strong verbal and written communication skills with the ability to present complex data and strategies to diverse audiences.