

Moheb Ramadan

Sales Manager

Professional overview

Expert sales manager adept at building a customer base to increase revenue and consistently exceed sales targets. Excellent communication skills with ability to build strong relationships and customer satisfaction. Thorough understanding of current market



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Skills

Strong negotiation skills and the ability to build relationships at all levels

Professionally analysing data using Power BI, Query, Power Point and Zebra Bi

Work history

Agency Sales Manager, BTECH

(1/2019 - 12/2022)

- Realigned with company goals by tracking customer behavior, market trends, and current market share.
- Developed new marketing strategies that increased retail sales by 30%
- Developing sales plans for the retail branches and cooperating with the assistant departments to implement them
- Daily follow-up with the sales team and feedback on market movement and daily targets

Key account sales manager, BTECH

(9/2014- 12/2018)

- Permanent coordination with purchasing managers to create items, offers, magazines and collected orders
- Daily coordination with department managers to follow up the sales movement, expand the display area, review the inventory in each branch, and make orders
- Daily meeting with the sales team and feedback on market movement and daily targets ,competitors and market share
- Work with the marketing department to find new ways to increase sales as well as purchases for presentations, training and increasing the technical skill of the sales team

Lead, motivate and influence people to achieve sales targets. Manage the entire sales cycle, including sales revenue forecasting and budgeting, recruitment and selection of sales staff, ensuring appropriate training and performance appraisal.

Key account sales supervisor, BTECH

(1/2013 - 8/2014)

- Carry out daily visits to the area and meet the sellers to find out the latest sales situation and solve customer problems
- Preparing reports on sales, as well as inventory for each branch, plans for visits to branches, attendance and departure times for sellers, and submitting all of this to the direct manager

Education

Faculty of law, Cairo University
(1995 - 1999)

Master of business administration, Sadat academy for administrative Sciences
(2021 - 2022)