

# Youssef Elgendy

## Professional Summary

A self-motivated business developer seeking continuous learning and development, passionate about sales, marketing and business, keen to peruse a career with a motivating team in a professional organization which helps me gain solid corporate skills and continuously learn.

## Experience

**BUSINESS DEVELOPMENT EXECUTIVE** 11/2021 - Current

**Backers digital marketing agency**, Cairo, egypt, Egypt

- Responsible for setting sales strategies to grow & develop the business
- Identify potential business deals by contacting potential clients to discover and explore opportunities
- Increase the value of existing clients while attracting new ones.
- Attending meetings with prospects to answer questions and close deals

**SALES - MODERATOR** 08/2021 - 10/2021

**Digitopia digital marketing agency**, Cairo, Egypt

- Attending meetings with prospects to answer questions and close deals
- Building business relationships with clients to ensure future sales.
- Communicates with followers as well as responding to queries and monitors customers reviews.
- Assists in establishing and maintaining consistent brand image throughout digital platforms.

**CUSTOMER SERVICE REPRESENTATIVE** 05/2020 - 07/2020

**Teleperformance Company**, Cairo, Egypt

- Worked as a Customer service employee at Talabat's section
- Handle customer complaints, provide appropriate solutions and alternatives within the time limits
- Identify and assess customer needs to achieve satisfaction
- Manage large amounts of incoming chats.

## Core Qualifications

- Sales techniques
- Negotiation skills.
- Communication skills.
- Rapport building
- Collaboration
- MS Office
- Cold calling
- Content marketing

## Education

**Bachelor's degree, Business Administration**, July 2022

**Ain shams university**, Cairo, Egypt

Studied Business, Marketing, Economics, Accounting

## Certifications

- Business development course certificate.
- Certificate of appreciation from Backers digital marketing agency.