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154 B AL-Ferdoos City, 6 October

Ahmed Adel Abd EL-Aty

// Objective

Looking for a challenging career opportunity in the field of Sales management in a well-established company to improve my skills and utilize my previous work experience, academic background and interpersonal skills.



// WORK EXPERIENCE

11/2020 – Present **RETAIL ASSISTANT MANAGER - Select Store**

- Successfully managed a team of 5 sales associates, consistently achieving and exceeding sales goals by 20% each quarter.
- Implemented new inventory management procedures, resulting in a 30% decrease in overstocked items and a 15% increase in overall profits.
- Developed and executed effective customer service strategies, resulting in a 25% increase in customer satisfaction ratings over a 6-month period.
- Trained and mentored new hires, resulting in a 50% decrease in employee turnover and a more cohesive and motivated team.

08/2019 - 10/2020 **SENIOR SALES ASSISTANT - Union Group**

- Developed and executed successful sales strategies that resulted in a 25% increase in revenue for the company.
- Managed a team of 7 sales representatives, providing training and guidance to exceed sales targets by 20% quarterly.
- Negotiated and closed deals with high-profile clients.
- Implemented a customer relationship management system to streamline sales processes, resulting in a 30% reduction in sales cycle time.

03/2017-06/2019 **SENIOR SALES REPRESENTATIVE - Alsafy Company**

- Exceeded sales goals through strategic planning and effective execution.
- Negotiated and closed contracts with prospective clients, resulting in increased revenue for the company.
- Collaborated with pricing team to develop competitive pricing schedules for quotes, promotions, and negotiations.
- Managed daily cash and credit sales from clients, ensuring accuracy and efficiency in financial transactions.

// ACADEMIC BACKGROUND

- **Bachelor of Commerce (B. Com)**
2008 – 2013
Thebes Academy – Faculty of Commerce – Major: Accounting.

// MAIN HARD SKILLS

- Sales strategy development
- Stock management
- Team motivating
- Fast-paced retail service
- Creative merchandising
- Retail sales coaching
- Mobile phone sales
- Store KPI management

// LANGUAGES

- Arabic –Mother tongue.
- English - Good

- Generated weekly and monthly reports to track sales performance and identify areas for improvement.
- Delivered compelling sales presentations to diverse groups of prospective clients, showcasing product benefits and value propositions.
- Aligned sales efforts with marketing programs to maximize reach and impact.
- Demonstrated expert knowledge of company programs, effectively promoting them to clients and prospects.
- Obtained deposits and balance of payment from clients, ensuring timely and complete transactions.
- Prepared and submitted sales contracts for orders, ensuring compliance with company policies and procedures.
- Conducted client visits to assess needs and promote products and services.
- building strong relationships and trust.

// CERTIFICATES

Basic Business Skills Acquisition (BBSA) Cairo, Egypt.
Sponsored by the Future Generation Foundation (FGF).

// Personnel Information

07/2015-02/2017 **B.MOBILE-SALES REPRESENTATIVE – B.tech**

- Greeting customers, responding to questions, improving engagement with merchandise and providing outstanding customer service.
- Operating cash registers, managing financial transactions, and balancing drawers.
- Achieving established goals.
- Directing customers to merchandise within the store.
- Increasing in store sales.
- Superior product knowledge.
- Maintaining an orderly appearance throughout the sales floor.
- Introducing promotions and opportunities to customers.
- Cross-selling products to increase purchase amounts.

- Date of Birth: Nov 29th, 1988.
- Address: 154 B AL-Ferdoos City, 6 October, Giza, Egypt.
- Nationality: Egyptian.
- Gender: Male.
- Military Status: Exempted.
- Marital Status: Single.
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06/2014-06/2015 **SALES REPRESENTATIVE – Etisalat Egypt Company.**

- Responsible for credit sales at stores (Manual-Computerized)
- Working as data entry for our customer's information's
- Handling & control everything relating customers
- Meeting customers and discuss with them after that evaluate them
- Follow up customers and send feedback to my management