

Contact

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Top Skills

Direct Sales
Production Planning
Time Management

Hatem Mohamed

sales manger
Asyut

Summary

Experienced Team Lead with a demonstrated history of working in the insurance industry. Skilled in Sales Management, Presentation Skills, Leadership, Team Leadership, and Employee Benefits Design.

Experience

OPay Egypt

Sme acceptance executive
March 2022 - Present (3 months)
Egypt

AROPE Life Insurance

2 years 4 months

Unit Production Manager

March 2021 - March 2022 (1 year 1 month)
Egypt

- Supports sales Director and performs management duties when the Head is absent or out of office,
- Provides encouragement to sales mangers, including communicating team goals and identifying areas for new training or skill checks
- Assists management with hiring processes and new team member field training
- Answers sales mangers questions, helps with team members problems and oversees team members work for quality and guideline compliance
- Communicates deadlines and sales goals to sales mangers
- Develops strategies to promote team member adherence to company regulations and performance goals
- Conducts team meetings to update members on best practices and continuing expectations
- Generates and shares comprehensive and detailed reports about team performance, mission-related objectives, and deadlines

- Ensures company brand materials and physical working spaces meet and exceed company presentation standards
- Provides quality customer service, including interacting with customers, answering customer inquiries, and effectively handling customer complaints
- Field Support.

Sales Manager

March 2020 - March 2021 (1 year 1 month)

Egypt

- Assist Managers in Sales Strategy Development
- Handle the problems of the customers.
- Recruit, Train, and Coach the Sales team
- Delegate Tasks and Set Deadlines
- Set Sales Targets and Motivate Sales Team
- Prepare Sales Reports

Financial Planner

December 2019 - March 2020 (4 months)

Egypt

- Advise clients on financial issues and make recommendations.
- Generate new business and make relationships.
- Prepare financial plans ensuring that clients meet their goals.
- Answering to questions of clients about financial plans.

Vodafone

Sales agent

May 2019 - October 2019 (6 months)

Egypt

Azhar Dental Studio

Sales representative

May 2018 - May 2019 (1 year 1 month)

Egypt

Education

High Institute for Computers and Management Information Systems - HICMIS

