

# Tamer Sayed Shehata

19 Labib El Btanony, Manial | +201090097009 | [tamerkaber77@gmail.com](mailto:tamerkaber77@gmail.com)

## Objective

Seeking a sales executive position in a reputable company on a long-term basis which is looking for an experienced, hardworking, detail-oriented team player.

## Experience

### Area Manager |VIVO|2020 - 2023

- Assist the Region Manager in leading, directing and motivating the sales team in order to achieve the overall corporate sales objectives.
- Assist the Region Manager in revising and implementing the sales strategies plans. • Assist the Region Manager in generating sales opportunities by identifying appropriate business targets. • Assist the Region Manager in providing a professional and excellent level of customer service with existing and new customers.
- Assist Region Manager by completing all assigned duties.
- Handle customer issues, resolution and communicate escalated issues to the Region Manager Supervise on Area Sales managers and promoters
- Assist with sales supervisors in questions, concerns and product/service questions
- Create reports showing Area Sales %, Sales%, install %, adherence, and attendance etc.
- Make sure all Supervisors and promoters adhere to company policies and procedures (example: dress code, eating food at station, cell phone usage, etc.)
- Deliver positive feedback, Employee Rewards and Customer Recognitions to employees. Communicate all employee relations issues, concerns, and incidents to the Region Manager.

### SALES SUPERVISOR| OPPO| 2017 - 2020

- Assist the Sales Manager in leading, directing and motivating the sales team in order to achieve the overall corporate sales objectives.
- Assist the Sales Manager in revising and implementing the sales strategies plans. • Assist the Sales Manager in generating sales opportunities by identifying appropriate business targets. • Assist the Sales Manager in providing a professional and excellent level of customer service with existing and new customers.
- Assist Sales Manager by completing all assigned duties.
- Handle customer issues, resolution and communicate escalated issues to the Sales Manager Supervise on Sales promoters
- Assist with sales rep questions, concerns and product/service questions
- Create reports showing Sales %, install %, adherence, and attendance etc.
- Make sure all promoters adhere to company policies and procedures (example: dress code, eating food at station, cell phone usage, etc.)
- Deliver positive feedback, Employee Rewards and Customer Recognitions to employees. Communicate all employee relations issues, concerns, and incidents to the Sales Manager.



## **SALES EXECUTIVE | JOVITRONIX HTC/LENOVO | 2013 - 2017**

- Help customers choose electronic equipment and devices.
- Analyze communication needs of customers and consults with staff engineers regarding technical problems.
- Training establishment personnel in equipment use, utilizing knowledge of electronics and products sold.
- Achieve monthly sale closing goals on a consistent basis.
- Provide product technical customer support as required.
- Respond to all customer post-sale queries and requests.

## **SALES EXECUTIVE | MOBILE SHOP | 2011 - 2013**

- Present, promote and sell products using solid arguments to existing and prospective customers
- Achieve agreed upon sales targets and outcomes within schedule

## **Education**

### **BACHELOR OF LAWS | 2008 | CAIRO UNIVERSITY**

## **Skills & Abilities**

### **SELF-MANAGEMENT**

- Focus on result for the client
  - Work on consistently approaches with energy and a positive, constructive attitude ·
- Remain good humored, in control and calm even under pressure
- Openness to change and ability to manage complexities
  - Positively respond to critical feedback and different points of view
  - Solicit feedback from staff about the impact of their own behavior.

### **COMMUNICATION**

- Excellent communication skills (written and oral): Sensitivity to and responsiveness to all partners, Respectful and helpful relations with donors and project staff.
- Ability to lead implementation of new systems (business side), and affect staff behavioral/ attitudinal change

### **LANGUAGES SKILLS**

- Arabic: Mother tongue
- English: Very Good

### **PERSONAL SKILLS**

- Extensive communication skills, both in sales, interpersonal, and management. · Familiar building relationships, establishing lifelong connections, and encouraging return business. · Intimately familiar with standard marketing techniques and experienced in improving sales of entire sales team.
- Developed critical thinking and decision-making skills.

## **IT SKILLS**

- Internet browsing, Windows, Word, Excel, PowerPoint, Photoshop.
- Internet, e-mail, outlook, social network.
- Methodius Internet Search.