

# Andrew Ehab Nabil

M-Residence, Mankhool, Bur Dubai, Dubai

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## Summary

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Results-oriented Auto Sales Representative with over 8 years of experience in new and pre-owned vehicle sales. Skilled in strategically negotiating deals and achieving sales targets. Looking to take next career step in automotive sales and leadership with a respected dealership dedicated to delivering high-quality service and building relationships with customers.

## Education

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Bachelor's degree in Business Administration  
**New Cairo University – ( class 2014 )**

## Work Experience

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### Service Advisor

#### Ard el-Batra Service Center in UAE(2023)

- Acted as a connection between customers and service technicians.
- Communicated with customers to determine their vehicular problems and the repair time-line.
- Provided the technicians with accurate repair descriptions about the customer's concerns.

### Sales Representative (2017-2023)

#### Ghabbour "GB Auto" (Hyundai,Mazda,Chery,Geely,and Haval)

- Selling both new and pre-owned vehicles as well as finance and related product.
- Selling and promoting Finance, Insurance products and Paint Protection.
- Strategically negotiate with customers to close on deals and increase sales.
- Achieve consistent sales over time.
- Establish successful, productive relationships with clients by maintaining integrity and honesty, and deal ethically with clients no matter the situation.
- Study sales volume and industry trends to understand how to best penetrate the market and gain clients' interest.
- Work quickly to solve client's complaints to retain business, and build the company's reputation.
- Promptly submit orders and follow-through to ensure clients requests are honored.
- follow up on warm Internet leads regarding new and pre-owned vehicle availability, price, and options.

- Maintain contact with customers via email, phone calls, and regular updates on promotional offers.
- Representing the company at trade exhibitions, events ,and demonstrations.
- Preparing car purchase packages.

#### **Sales Outdoor ( 2017 )**

##### **Siro Misr Plastic Fabrication Company**

- Supervising the design office and responsible for targeting the customer's needs.
- Plan and manage alternative solutions for clients' Problems.
- Keep my customers updated with all new products.

#### **Export/Import Operator (2015-2016)**

##### **Horus Cargo / DHL Cargo - Air Gateway - Cairo Airport**

- Pricing of shipments for companies and customers.
- Responsible for booking with air-lines for shipments.
- Handling customers and dealing with their problems.

#### **Sales Representative (2013 – 2014)**

##### **Mobinil Jobs in Egypt**

- Full-time cooperate sales executive at B2B company. Used to achieve the target needed each month in addition to following up with my customers to meet all their needs

#### **Sales Representative and Shift Leader (2011 – 2013)**

##### **Patchi Chocolates in Egypt**

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**Core Qualifications:**

- New and pre-owned auto sales
- Industry trends
- Customer service
- Negotiation skills

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**Languages**

Arabic: Native Language

English: (Written & Spoken: good)

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**Software programs**

- Windows Operation System
- Very good in using Internet tools (browsing & e-mailing)
- Good experience in handling troubleshooting in hardware
- MS Office "Word - Power point -Excel" Adobe Acrobat (PDF Reader)

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**Personal Details**

- Date of Birth: 26th of May 1992
- Marital Status: Married
- Nationality: Egyptian
- Languages: English / Arabic

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References available on request