



Ahmed Ali

District Sales Manager

Contact

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Nationality:

Egyptian

DOB:

10.11.1986

Gender:

Male

Skills

Active listening



Adaptability



Attention to detail



Collaboration



Communication



Computer



Conflict resolution



Content management



Creativity



Critical thinking

Summary

Looking for an exciting and dynamic role where I can utilize my skills and experience to drive tangible results. Passionate about joining an organization that fosters a culture of innovation, continuous learning, and personal growth.

Experience

SHERATON MONTAZA HOTEL In Egypt _ Alexandria

May 2001 – Apr 2002

Waiter

- Welcome the customers warmly and in charge in checking the food ordered before serving the food to the customers • Took orders, served food and beverages to the guests/customers promptly and following the standards set by the restaurant • Practice safe food and beverages handling and clean up at all times Safely handled food equipment such as knives, coffee maker, iced tea machine, et.c • Handled demands from customers, pre-bus and bus tables, input orders accurately into computers and filled salt and pepper shakers and perform light restaurant cleaning. • Performed any assigned task.

Citi Bank In Egypt _ Alexandria

Sept 2003 – Sept 2004

Sales & Marketing Representa

- Refer loan applications outside those limits to management for approval. • Meet with applicants to obtain information for loan applications. • Makes telephone calls and in-person visits and presentations to existing and prospective customers • Handling the membership problems and making a welcoming for the new membership. • Making outdoor visits for the companies to get new costumers • Explain to customers the different types of loans and credit options that are available, as well as the terms of those services. • Obtain and compile copies of loan applicants' credit histories, corporate financial statements, and other financial information. • Review and update credit and loan files. • Making outdoor visits for the companies to get new costumers.

Egyptian Company for Electricity Supplies In Egypt _ Alexandria

Oct 2004 – Oct 2007

Sales Executive - Branch Sales Manager

- Contacted Existing & New Leads Customer's • Data collection, Profiling for New Customer's • Provide Efficient Management of Customer Relations using an Approach that benefits both clients and their customers (CRM). • Understanding Customer's expectations as a key to increase their satisfaction & loyalty (CSM). • Using technology & product knowledge in Sales Marketing & Explanation Product's feature's & Value to Customer's • Using Selling technicians to close Sales Opportunities • Revenue, Maximizing Customers Satisfaction & Complaint Management. • Handling all customer's Sales Process • Maximizing Company Revenue by finding new Sales Channel's • Maximizing Company & Customer Satisfaction



Customer Service



Data analysis



Decision-making



Emotional intelligence



G-Suite



Interpersonal communication



Leadership



Management



Marketing



MS Office



Organization



Planning and coordination



Problem solving



Project management



public relation



Self discipline



Self motivated



Teamwork



Time management

Egyptian Company for Engineering & Commeirce

Oct 2007 – Oct 2010

In Egypt _ Alexandria

Sales Manager For all company branche

- Leading nationwide sales team members to achieve sales targets.
- Establish productive and professional relationships with key personnel in assigned customer accounts
- Negotiate and close agreements with large customers
- Prepare monthly, quarterly and annual sales forecasts.
- Provide timely and effective solutions aligned with clients' need

Electro-Meca For Electrical & Industrial In Egypt _ Alexandria

Nov 2010 – Jul 2015

General Manager

- Determining sales engineering support system improvements; implementing change.
- Meets sales engineering support financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions
- Schedules installations by studying sales orders and specifications; determining engineering applications.
- Approves installations by completing tests; evaluating performance.
- Upgrades installations by identifying current installation specifications; determining applicable upgrades.
- Maintains installations by maintaining service contracts; scheduling preventive maintenance checks; responding to breakdowns.

Rwad El Mostakbal For Contracting United Arab Emirates _ Dubai

Aug 2015 – Jul 2023

Public Relations Manager

- Responsible for coordinating between customers, employers and engineers and solving all problems
- Follow-up work for all employees within the company and follow-up work within the company's projects
- I was responsible for 8 construction sites for the company, following up the workers, following up the workflow, following up the purchase orders, following up the issues related to the accounts
- Meeting clients and attending all meetings with them in the absence of the Chairman of the Board of Directors and coordinating with the engineers at that time
- Follow up work with each construction site consultant
- The ability to combine more than one thing at a time and follow up on all work at one time
- Creating a good work environment between workers and employees within the company's management .

Education

Diploma Tourism & Hotel

Sept 2000 – Aug 2003

ORMAN SECONDARY SCHOOL

High Diploma Tourism & Hotel

Sept 2003 – Aug 2005

High Institute of Tourism and Hotels Alexandria (EGOTH)



Writing



• Driving knowledge



Language

Arabic

English

Signature

