



Mohamed Abd El Aal

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About Me

Driving license: Qatari- valid.

Date of birth: 28 July 1986

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Skill Highlights

- Strong decision-maker
 - Complex problem solver
 - Verbal Communication Skills
- Innovative
- Service-focused
- Time Management

Languages

Arabic – Native

Speaker English –

Intermediate

Summary

Excellent hard worker with an enormous experience in packaging filled. Ability to work under pressure in any circumstance, issue solver for any further problems without reverting to the department.

Efficient and effective sales representative with over 03 years of experience in the Perfumes industry, 06 years offsite & digital printing sales and managing business, professional, and corporate client accounts Sales Reps. Exceeded sales goals by more than 20% each quarter. Seeking to leverage solid negotiation skills and extensive product knowledge.

Employment History

Sales Executive – The Perfume Factory 2019-2021

- Research and recommend prospects for new business opportunities.
- Research and analyze sales options.
- Build and maintain relationships with clients and prospects
- Handling Perfume project by collecting client details from the client toward purchasing department.
- Collect and analyze information and prepare data and sales reports
- Participating in various perfumes exhibitions.
- Meet with potential clients to determine their needs.
Prepare a monthly sales report.

Operation Manager– Barron Printed 2017-2018

- Prepare plan action in weekly production printing and hand over to the supervisors to implement.
- Develop strong and valuable commercial, operational, strategic relationships for the company
- Ensure employees work productively and develop professionally
- Direct the employee assessment process
- Provide solutions to issues (e.g., profit decline, employee conflicts, loss of business to competitors).

Sales and Marketing Representative at Bawabat Qatar 2011-2017

- Meeting or exceeding sales goals.
- obtaining deposits and balance of payment from clients.
- Answering client questions about credit terms, products, prices, and availability.
- Understanding and promoting company programs.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Prepare project quotation for the client.
- Innovate a new idea for gifts item, and offering to prospective clients

Supervisor – engineering department at Ezdan Hotel 2006-2011

- Motivate employees, resolve issues, and make difficult decisions
- Serve as a conduit of communication between employees and senior management
- Implement established business strategy, assigning roles and tasks to dedicated team members based on strengths and abilities
- Meet and exceed organizational goals with optimum use of workforce and resource allocation.