

Amgad Hesham Darwish

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Major Achievements

With more than 11 years of experience in the field of sales and marketing for Researches and develops various sales strategies for services, Implements plans and works to meet sales quotas, Tracks sales data and identifies areas of improvement and contribute to creating and maintaining good customer relationships and ensuring smooth sales team operations.

Exceeded all sales targets on an annual basis. Built solid relationships with customers resulting in repeat business from over 30% of them. Detail-oriented, Efficient and organized professional. Possess strong analytical and problem Solving skills, with the ability to make well thought out decision. Excellent written and verbal. Communication skills. Highly trustworthy, discreet and ethical. Resourceful in the completion of projects, effective at multi-tasking.

Career Objective

Seeking a position where I could have contact with people, and have more experience in an enterprise that offersteam work and gather workers as one group to achieve their own goals.

Career & Work Experience

Elghonemy constructions Senior Property Consultant	8/2022 – Present
Akar Group Senior Property Consultant	7/2021 – 7/2022
EFG-Hermes ValU Activation Supervisor	1/2020 – 7/2021
Senior Activation	1/2019 – 12/2019
Marseille Group Sales Executive	5/2018 – 1/2019
Allianz Financial Advisor	11/2016 – 3/2018
Ali Elghanim Co Sales Executive BMW	1/2011 – 11/2015

Job Responsibilities

- Preparation and development of different sales strategies for services and work in accordance with the approved marketing rules.
- Generate lists of properties that are compatible with buyers' needs and financial resources.
- Advise clients on market conditions, prices, mortgages, legal requirements and related matters.
- Provide troubleshooting assistance for customer orders, account statuses and relevant problems.
- Maintaining a positive, empathetic and professional attitude toward customers at all times and Responding promptly to customer inquiries.
- Recommend potential services to management by collecting customer information and analyzing customer needs.
 - Build sustainable relationships of trust through open and interactive communication.
- Resolve service problems by clarifying the customer's complaint; determining the cause of the problem; selecting and explaining the best solution to solve the problem; expediting correction or adjustment; following up to ensure resolution.
- Keeping records of customer interactions, transactions, comments and complaints.
- Meet personal/team sales targets and call handling quotas

Education & Academic Qualifications

- **Bachelor's degree in Hotels and Tourism**

King Marriott Academy, Alexandria Egypt

2010

Extra Curriculum Studies

- | | |
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| - Business writing | - Presentation skills |
| - Negotiation skills | - time management |
| - Team building | - Complex problem solving |
| - Creativity critical thinking | - Judgment and decision making |

Other Skills & Activities

- Computer: MS-Office
- Able to use CRM system
- Languages : English : Excellent

Personal Data

Date of Birth	SEP 19th , 1989
Place of Birth	Alexandria, Egypt
Nationality	Egyptian
Military status	Exemption
Marital status	Married