

CV



Personal Information:

Name : Ahmed Yehia Aly Masoud
Address : 258 Abd El-Salam Aref Street,
Al Saraya, Louran
Date of birth : 29-9-1986
Place of birth : Alexandria, Egypt
Home phone : +2035847088
Mobile phone : +201065965978 - +201008018687
E-mail address : ahmedyehiamasoud9@gmail.com
Marital status : Single
Military status : Exempted
Driving license : Valid

Educational Degrees:

- Higher institute for social services, Alexandria University, class of 2008
- End of secondary studies certificate, Mohamed Koraiem language school

Work Experience:

- Sales manager at Pyramids Real Estate from 2018 till present.

- **Real estate Sales agent at Mina Company from 2016 till 2018**
- **Advertising Sales agent at Al Ahram newspaper from 2009 till 2017**

Language Skills:

- **Arabic : Mother tongue.**
- **English : Very good command (Writing and Speaking)**

Professional Courses :

- **Professional English courses at British Academy with excellent grade.**
- **Professional in dealing with Computer Software & Hardware.**
- **Professional in dealing with internet, search engines and web browsing.**
- **ICDL Course at UK British Academy.**
- **Human resources course with excellent grade.**
- **Marketing course with excellent grade.**
- **Business Administration course with excellent grade.**

Abilities:

- **Researched and updated all required materials needed for firm and partners.**

- **Analyzed departmental documents for appropriate distribution and filing.**
- **Supported Chief Operating Officer with daily operational functions.**
- **Performed initial client assessment and analysis to begin research process.**
- **Obtained documents, clearances, certificates and approvals from local, state and federal agencies.**
- **Implemented marketing strategies which resulted in 12% growth of customer base.**
- **Created boardroom and courtroom multimedia presentations including video and text-synchronized depositions for enhanced understanding.**
- **Trained in negotiations and time management.**
- **Collaborated with 10-person team to effectively manage 15 annual marketing budgets.**
- **Aided senior management during executive decision-making process, generating data reports and analysis to improve operational efficiencies.**
- **Partnered with advertising group to ensure consistency between advertising message and retail incentives across all communication channels.**
- **Created, implemented and conducted employee onboarding and training programs.**
- **Tracked weekly sales to develop senior leadership reports for action planning.**

- **Identified and solved complex strategy problems to impact sales management and business direction.**
- **Monitored sales team performance and provided effective training to help reach sales targets.**
- **Reduced process lags, identifying, hiring and training top talent on sales strategies, best practices and protocol.**
- **Saved costs by effectively negotiating vendor prices, terms of sales and service agreements.**
- **Spearheaded sales meetings with staff, division president, closing coordinator and construction manager to share best practices for process improvements.**
- **Mitigated financial discrepancies by monitoring key indicators to implement corrective action.**
- **Collected customer and market feedback and reported information to company management.**
- **Initiated and elevated new business opportunities by implementing effective networking strategies.**
- **Strengthened profit opportunities by effectively managing time and resources to meet sales objectives.**
- **Generated record sales by reworking client marketing calendars.**
- **Assisted marketing department in optimizing strategic initiatives in local area recruiting.**
- **Secured sales targets by building successful sales teams, preparing yearly sales and marketing budgets and implementing strategic action plans.**
- **Recruited, interviewed and hired people who would add value, a positive attitude and knowledge to sales team.**

- **Automated contact management systems to improve alignment with client objectives.**
- **Leveraged rapport with key retail account leadership to up-sell vendor partnerships.**
- **Promoted branding initiatives by marketing and mapping out products in market to maximize customer outreach.**
- **Maintained currency on industry trends and changes and participated in professional development opportunities to strengthen product and service knowledge.**
- **Drove business development by cultivating strong supplier relationships and executing benefit-oriented sales presentations to prospects.**
- **Cultivated relationships with realtors, prospects and buyers to drive profit opportunities.**
- **Interfaced with customers, determined needs, provided recommendations and up-sold services.**

Skills:

- **Social media savvy**
- **Lead generation**
- **Recruiting and hiring**
- **Territory sales management**
- **Sales and market development**
- **Brand-building strategies**
- **Persuasive negotiations**
- **Complex project negotiations**
- **Excellent communication skills**
- **Sales process**
- **Key account development**
- **National account management**

- **Superb time management**
- **Financial records analysis**
- **Rapport and relationship building**
- **Continuous improvements**
- **Energetic**
- **Market intelligence**
- **Profit and revenue-generating strategies**
- **Team oversight**
- **Sales territory growth**
- **Customer rapport**