

SAMY MOHAMED ABDELSATAR

New Maadi - Cairo

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EDUCATION	Studying at faculty of arts English department - Cairo university
SKILLS & ABILITIES	<ul style="list-style-type: none">Language Skills:<ul style="list-style-type: none">Arabic: Mother tongue.English: good spoken and written.Reporting, supervision skills and computer skills using MS office applications (Word – PowerPoint...Etc.)
EXPERIENCE	<p>ESPITALIA December 2021 - Current</p> <p>TEAM LEADER</p> <p><u>Core Responsibilities:</u></p> <ul style="list-style-type: none">Setting goals for performance and deadlines in ways that comply with company's plans and visionOrganizing workflow and ensuring that employees understand their duties or delegated tasksMonitoring employee productivity and providing constructive feedback and coaching <p>LAGOON FOR IMPORT & EXPORT</p> <p>Jan 2017- Nov 2018 (sales representative) Nov 2018 - Dec 2021 (sales supervisor)</p> <p><u>Core Responsibilities:</u></p> <ul style="list-style-type: none">Organize and coordinate sales representatives schedulesResearch potential leads from business directories, web searches, or digital resourcesRecruit, hire, and train new sales representatives

- Receive and report on all sales leads

UNILEVER

Jan 2012 - Dec 2014 **(Merchandising representative)**

Dec 2014 - Dec 2016 **(Merchandising Supervisor)**

Core Responsibilities:

- Monitor and ensure maintenance of merchandising standards in assign area.
- Develop and maintain an effective activity schedule and ensure compliance to time frame.
- Coordinate with customers and design various store décor plans and provide upgrades.
- Analyze store observation programs and validate various store process.
- Manage all general orders and special assignment for organization.
- Monitor all placements for store section and allocate resources appropriately.
- Monitor all ad sign board for department and ensure cleanliness.
- Maintain a neat and clean store area at all times.
- Manage and evaluate all financial documents, prepare reports and initiate all sales decision.

RIRI BABY FOOD

Jan 2009 - Dec 2011 **(Merchandising representative)**

Core Responsibilities:

- Plan and develop merchandising strategies that balance customers' expectations and company's objectives
- Analyse sales figures, customers reactions and market trends to anticipate product needs and plan product ranges/stock
- Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales
- Maximise customer interest and sales levels by displaying products appropriately

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