

Mostafa Saber Mekhemar

Giza, Egypt

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Objective

Sales Manager with over 16 Years of experiences in of proven success in driving revenue growth, leading sales teams, and building strong client relationships. Looking to contribute my strategic planning and leadership abilities to a forward-thinking organization to exceed sales targets and drive business success.

EDUCATION

B s c of Commerce, Business Administration, Ain Shams University, 2008, V.Good

Professional Experience

Jan.2012 - present

FMCG -Retail Sales Manager at Al Suhagy for Food Industries



- Develop and implement effective sales strategies to achieve company sales targets and increase market share.
- Lead, motivate, and manage the retail sales team to meet and exceed sales targets.
- Identify new business opportunities and potential clients to expand the customer base.
- Build and maintain strong, long-lasting customer relationships by understanding customer needs and providing tailored solutions.
- Monitor sales performance metrics and prepare regular reports for upper management.
- Coordinate with marketing and product teams to align sales campaigns and product launches.
- Negotiate contracts and close agreements to maximize profits
- Manage sales budgets and forecast future sales volumes to optimize resource allocation.
- Analyze market trends, competitor activities, and customer feedback to adjust sales strategies accordingly.
- Monitor competitor pricing and promotions to maintain competitive advantage.
- Organize regular sales meetings and training sessions to keep the team motivated and informed.

Jan.2009 - Jan 2012

Sales Supervisor at U.F.I – United Food Industries

- Monitor and evaluate the performance of the sales team to meet set targets.
- Guide, train, and support sales staff to enhance their skills and productivity.
- Provide direct support to customers and effectively resolve any issues.
- Prepare daily, weekly, and monthly sales performance reports.
- Coordinate with inventory/warehouse departments to ensure product availability.
- Monitor the quality of customer service at points of sale.
- Implement and update sales strategies as directed by management.
- Assist in organizing and executing promotional campaigns.
- Manage scheduling and attendance of the sales team.
- Report feedback, challenges, and progress to management regularly.

Language

- Arabic: mother tongue
- English: v. Good

Additional Skills

Computer Skills

- MS Office.
- Internet applications literature
- SAP
- Oddo
- Mobile applications
- Oracel

Interpersonal Skills

- people oriented skills
- Performance Appraisal skills.
- Negotiation and communication skills.
- High capability to work under pressure.

Personal data

- Name: Mostafa Saber Mekhemar
- Address: Giza, Egypt
- Military status: Final Exempt
- Marital status: Married
- Date of birth: 24th of Dec 1986
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Reference are ready upon Request