

**Contact Me**

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Mahmoudia, El Beheira, Egypt

**PERSONAL INFO**

Nationality: Egyptian Date of Birth: May 1986 Marital Status: Married Military Status: Exempted

**EDUCATION**

**Bachelor Degree in Accounting** Faculty of Commerce Alexandria University | 2010

**COMPUTER SKILLS**

Excellent of MS Office programs. Excellent of internet use.

**LANGUAGES**

English: Very Good (B2) Arabic: Native (c2)

Mohamed Lotfy Galal Baraka

 **Sales Supervisor**

# ABOUT ME

A skilled sales professional with extensive experience in sales and marketing. I have worked in various industries, including electronic payments, real estate, and electrical tools. With expertise in implementing sales strategies, leading teams, and building relationships with customers, I have consistently exceeded sales targets. Additionally, Have experience in digital marketing and accounting. With a Bachelor's degree in accounting from Alexandria University, I possesse a well- rounded skill set that can contribute to any organization.

# PROFESSIONAL EXPERIENCE

## Sales Supervisor

Assr Al Jawal Company, Saudi Arabia, 2019 - 2022

Leading and managing the sales team to meet or exceed sales targets.

Developing and implementing sales strategies and plans to achieve company goals.

Monitoring sales performance and analyzing data to identify

trends and opportunities.

Building and maintaining strong relationships with key customers and stakeholders.

## Sales Supervisor

Fawry Electronic Payments Company, 2017 - 2019

Identifying and pursuing new business opportunities to expand the company's customer base.

Developing and implementing sales strategies and plans to achieve company goals.

Providing leadership and guidance to the sales team to achieve individual and team targets.

Developing and maintaining strong relationships with key customers and stakeholders.

## Sales Representative

Fawry Electronic Payments Company, 2015 - 2017

Identifying and pursuing new business opportunities to expand the company's customer base.

Conducting market research to identify customer needs and preferences.

Building and maintaining strong relationships with key customers and stakeholders.

Providing product information and advice to customers to help them make informed decisions.


# PROFESSIONAL EXPERIENCE

## Digital Marketing Specialist

Electronics Gamtech Co, 2013 - 2015

Developing and executing digital marketing strategies to promote the company's products and services. Analyzing data to measure the success of marketing campaigns and making recommendations for improvement.

Creating and managing content for the company's social media channels.

Collaborating with other departments to ensure brand consistency across all marketing channels.

## Accountant

Zewail Fit Company for Medicine, 2010 - 2011

Recording financial transactions accurately and timely.

Preparing financial reports such as balance sheets, income statements, and cash flow statements. Assisting with budget preparation and forecasting.

Assisting with audits and preparing audit papers.

## Sales Representative

Mirage Company Marketing real estate for Marketing and Tourism Development, 2008 - 2010

Building and maintaining a database of potential clients.

Conducting market research to identify potential customers and their needs.

Creating and presenting business proposals to convince clients to purchase properties. Following up with clients to answer their questions and address any concerns.

## Sales Representative

Niazi Company for Electrical Tools, 2007 - 2008

Identifying and pursuing new business opportunities to expand the company's customer base. Coordinating with clients to sign contracts and close deals.

Sending daily reports to the company to show progress and performance.

Attending meetings to provide updates on sales performance and discuss strategies for improvement.

# Professional skills

Incentive program development Workplace policy compliance Operational efficiency improvement Customer service improvement Workload organization

Task allocation

Sales target responsibility Sales forecasting

Document process management Sales performance monitoring Sales team motivation

Sales territory target achievement