



Contact

Phone

+2 01288877800

+2 01090432001



nesrin.gamal.102@gmail.com

Egypt

Education

2022

Diploma of Education, Human Resources Management and Service
Arab Academy For Science, Technology & Maritime Transport

2019

Bachelor of Agricultural Sciences

Department of Plant Protection

Graduated from Faculty of Agriculture , Zagazig University.

Skills

- Communication and negotiation skills
- Leadership skills
- Teamwork
- Multi-tasking
- Ability to work under pressure, adapt to changes & meet deadlines.
- Microsoft office
- Sales skills
- Customer service
- Creative

Language

Arabic Native

English Good

French A1

German A1

Nesrin Gamal Ahmed Abutabl

portfolio manager

I have the ability to solve problems and handle client Because of my experience as a Portfolio Manager for Orange corporate. My responsibilities are to solve problems and complaints and handle client to maintain the account and solve problems team. Have strong analytical skills, good understanding of Compliance practices and local regulations. 2 year experience in solve problems,handle compliance I loved this job and worked hard at it

Experience

9/2023: currently

B2B authority agent Orange (orange corporate team)

Portfolio manager

Responsible for maintaining accounts and increasing revenues . Supervising the team's work and Set monthly action plan to achieve the assigned targets their monthly sales and following up on each client's monthly.

Responsible for sending emails of offers and solving customer problems and handle client

3/2023:8/2023

Orange service

Enterprise direct sales

Prospect potential corporate accounts in assigned areas.

Sell Enterprise products and services and ensure proper collection for the required documents. Focus on acquiring new corporate accounts

2022-2023

Marktetopia digital marketing

Human Resources specialist

Implementing various HR guidelines and policies. Advise, guide and support managers on all matters related to ethics and employee relations to ensure a fair and consistent approach.

Attend the employee grievance and workplace discipline cases with the employee relation department. Attend the exit interviews meeting, analyze the reason of resignation. Validate new hire requests against the plan of assigned departments.

2020 - 2022

Rizkallah authority agent Orange (orange corporate team)

Portfolio manager

Responsible for maintaining accounts and increasing revenues . Supervising the team's work and Set monthly action plan to achieve the assigned targets. their monthly sales and following up on each client's monthly.

Responsible for sending emails of offers and solving customer problems and handle client and the point of contact between the agent and Orange. Organized Team tasks and accomplish my tasks And Make monthlybn and weekly reports .Coordinate with other departments to activate new lines and services for the customers within the identified SLAs .His deputy for the branch manager in his absence.

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Experience

2020 - 2020

Rizkallah authority agent Orange (orange corporate team)

Team leader portfolio sales

Set weekly visits plan and report daily progress and visits performed. Monitor personal KPIs and targets . Supervisingg the team's work and their monthly sales and following up on each client's monthly. Responsible for sending emails of offers and solving customer problems and handle client

2019 - 2020

Rizkallah authority agent Orange (orange corporate team)

Sales outdoor

Prospect potential corporate accounts in assigned areas. Sell Enterprise products and services and ensure proper collection for the required documents. Focus on acquiring new corporate accounts

Internships

1 :30 August 2018

central administration of Plant quarantine, In the port of Alexandria

15 October 2019

Training for 100,000 agricultural greenhouses of the Ministry of Agriculture and Land Reclamation represented by the Agricultural Research Center and the Arab Industrialization Authority

10 may 2023

Has attended Certified Human Resources Diploma Provided by EYouth Learning and IAO for a total of 32 Hours

Reference

Amro yahia bahgat

Supervisor indirect sales -Orange

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