

**Amir Kamil Waheeb**

**ASUYT**

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### **Professional Summary**

A dedicated and experienced professional with over 10 years in the paint and coatings industry. Graduated from Assiut University in Social Work in 2009, and developed a strong career path starting as a Color Technician, transitioning into sales, and eventually becoming a Senior Sales Representative. Currently, I hold the position of Exhibition Director at Jotun Paints Center. I possess a wide range of skills including customer relationship management, sales strategies, and business development. My goal is to leverage my expertise to drive business growth and exceed sales targets.

### **Core Skills**

- Exceptional sales and negotiation skills
- Strong customer relationship management
- Analytical ability to understand market needs and company products
- Problem-solving and quick decision-making skills
- Ability to identify and create market demand
- Experience in human development to enhance personal and professional growth
- Proficient in driving with a personal car and license for business mobility

### **Professional Experience**

Exhibition Director - Jotun Paints Center

2024 – Present

- Lead the selection, training, and supervision of staff
- Monitor staff performance and behavior to ensure achievement of set goals
- Ensure the maintenance and functionality of equipment
- Build and maintain relationships with key clients, including artists, art dealers, and exhibition members
- Oversee all operations to guarantee smooth daily functionality

### **Key Achievements:**

Achieved a 100% success rate in accomplishing all tasks and targets

### Senior Sales Representative - Scib Paints

2021 – 2024

- Developed and maintained a large customer database
- Implemented strategies to push potential customers through the sales funnel
- Utilized sales software to track performance and identify key areas for improvement
- Introduced new sales channels in underserved areas
- Worked closely with clients to address any issues with products promptly

#### **Key Achievements:**

Supplied products to major institutions such as Assiut University and the Educational Buildings Authority

Opened new sales channels in rural areas, achieving a 15% sales increase quarterly

### Retail Sales Representative - Scib Paints

2015 – 2020

- Built strong relationships with customers by effectively communicating the advantages of products
- Implemented new marketing strategies during the COVID-19 pandemic, including online promotion and sales
- Managed crisis situations by facilitating smooth payment and delivery processes

#### **Key Achievements:**

Opened new sales points to counteract market disruptions caused by the pandemic

Achieved 99% of the sales target during challenging conditions

### Internal Sales Officer and Color Consultant - Scib Paints

2011 – 2015

Provided consultation to clients and engineers regarding suitable colors, materials, and finishes

Enhanced customer satisfaction by offering tailored solutions and expert advice

### Key Achievements:

Exceeded sales targets, achieving 100% of the white product target and 105% of the color target

### Education

- Bachelor's Degree in Social Work – Assiut University
- Mini Master in Human Resources and Development
- ICDL - IC3 Certification – University of Cambridge
- Microsoft Office Certification – Assiut University
- Online Sales Course – HP
- Proficient in English

### Additional Information

- Own a private car and driving license
- Strong desire for continuous learning and professional development

### Languages

- English: Good