



BAHAA ELSAYED

Sales Manager

- Egyptian
- Dubai
- 29-10-1985
- male
- bahaelsayed1@gmail.com
- 01150208394

Focused Sales leader with strong background in branch operations. Drives growth with focus on continuous business optimization and employee development. Stays current on market, competitor, and industry activities to keep business agile and responsive to changing demands. Exceptional planner, problem-solver, and team manager.

EDUCATION

2003 → 2007

Helwan University

Bachelor of commerce and business administration : good

WORK EXPERIENCE

01-2017 → 01-2020

Ajlan&bros.CO

Branch Manager - UAE

- Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
- Assess local market conditions and identify current and prospective sales opportunities
- Develop forecasts, financial objectives and business plans
- Meet goals and metrics
- Bring out the best of branch's personnel by providing training, coaching, development and motivation
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities
- Network to improve the presence and reputation of the branch and company
- Stay abreast of competing markets and provide reports on market movement and penetration

01-2013 → 01-2017

Ajlan&bros.CO

Branch Manager - KSA

Manage, organize and follow up on the implementation of the required tasks and work on the implementation of the company's policies to achieve the required objectives by holding continuous meetings with the sales team and discussing the goals and investigators day after day to reach the best results at the lowest cost and follow the customer satisfaction and efficiency of the service provided to them.

02-2010 → 12-2012

Coca cola company

sector manager

- Holding weekly meetings and setting sales targets for individual reps and the whole team.
- Organizing and operating incentive schemes to keep sales people motivated.
- Allocating territories for sales staff.
- Maximizing sales opportunities.
- Compiling and analyzing sales and performance reports for senior managers and executives.
- Involved in the development of marketing strategies for the company.
- Increased regional sales by up to 14% in a one year period.
- Assisting in the collection of overdue invoices from clients.
- Conducting market research and competitor analysis.

09-2008 → 02-2010

Coca cola company

Sales Supervisor

- Supervise the activities of assigned sales territories to meet and exceed yearly sub team goal.
- Train and supervise interns and temporary staff as applicable.
- Perform additional tasks as assigned by team management.
- assist customers in selecting products, answer their questions about the products, and about any other thing concerning the business
- Working as part of a team and assisting colleagues when necessary.

08-2007 → 08-2008

Coca cola company

Sales rep

- Providing information to customers to help them select the best products.
- Take cash from customers and process transactions accurately & efficiently.
- Keeping up-to-date with all current promotions within the store.
- Identifying customers who need assistance on the shop floor.
- Identifying sales opportunities & trends & highlighting these to Sales Managers.
- Working as part of a team and assisting colleagues when necessary.
- Taking delivery of stock from suppliers or warehouse and storing appropriately.

PERSONAL SKILLS

- ✓ Analysis and Decision-Making skills
- ✓ Detail oriented, strong organization and a high degree of accuracy
- ✓ Managing tasks and problem-solving skills
- ✓ Excellent conceptual and analytical skills
- ✓ Able to work on my initiative or as part of a team
- ✓ Networking, negotiating, and problem-solving skills

SOFTWARESKILLS

Microsoft excel 

Microsoft Word 

Microsoft Power Point 

LANGUAGES

Arabic 

English 

HOBBIES

 Reading

 Swimming

SALES AND COMMUNICATION SKILLS

Role of marketing and sales in the organization

Methods of prospecting and developing a customer list

Planning and conducting the sales presentation

Effective customer service and business ethics