



## DALAL YEHIA

Sales Executive

Cairo - Egypt

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### PERSONAL DETAILS

**Date of birth:** 28/06/1989

**Place of birth:** Mansoura

**Nationality:** Egyptian

**Marital Status:** Single

### SUMMARY

- Sales Agent at World aviation services experienced with booking system (Amadeus) in addition to low cost. Strong background in FLYDUBAI & FLYNAS, Groups reservations and customer's relations.
- Sales Representative with Two Years of Experience in the Real Estate industry, Eager for Top Target Achievement Record.

### EDUCATION

- Faculty of Arts department of history section Mansoura University Class 2013. Bachelor's degrees , History (Good

### SKILLS

#### Language skills:

Arabic: Mother tongue. English: Very Good.

#### Computer skills:

- ICDL Certified
- Good internet User

### ANOTHER COURSES

- Amadeus advanced certification.
- MS office familiarity.

### WORK EXPERIENCE

#### National Bank of Kuwait

##### Sales (Personal Loans) from Oct 18 – Till now:

- Analyze applicants' financial status, credit, and property evaluations to determine feasibility of granting loans.
- Explain to customers the different types of loans and credit options that are available, as well as the terms of those services.
- Obtain and compile copies of loan applicants' credit histories, corporate financial

statements, and other financial information.

**National Bank of Egypt**

**Sales (Personal Loans) from Aug 17-Oct 18**

- Interview applicants to determine financial eligibility and feasibility of granting loans.
- Communicate with clients either to request or to provide information.
- Complete loan contracts and counsel clients on policies and restrictions.

**Libano – Suisse Takaful**

**Sales (Personal Loans) from Jun 20 till Oct 16:**

- Call potential clients to expand their customer base.
- Interview prospective clients to get data about their financial resources and discuss existing coverage.
- Explain the features of various policies.
- Analyze clients' current insurance policies and suggest additions or changes. .

**Zeus Insurance Brokerage**

**Sales (Personal Loans) from Feb 2015 to Jun 2016:**

- Customize insurance programs to suit individual clients.
- Handle policy renewals.
- Maintain electronic and paper records.
- Help policy holders settle claims.

**Gulf Insurance Group**

**Sales (Personal loans) from Jun 2013 to Jan 2015:**

- Calculate premium and establish payment method.
- Perform administrative tasks, such as maintaining records and handling policy renewals.
- Seek out new clients and develop clientele by networking to find new customers and generate lists of prospective clients.

**World aviation services**

**Sales agent from Nov 2022 to Feb 2023:**

- Weekly meetings with the office managers & counter staff.
- Tourism contribution.
- Airlines relation & incentive agreements.
- Streamline reporting system.

## **PERSONAL SKILLS HIGHLIGHTS**

- Work under pressure
- Self-reliant worker

- Self-motivated
- High communication skills
- Time management
- Flexibility
- Professional selling skills
- Cooperative Teamwork
- Strong decision maker
- Complex problem solver
- Excellent communication skills
- Flexibility
- Customer-focused
- Multi-skilled consultant