



Ahmed Emad Ahmed

Giza Faisal

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Objective

Empathic and resilient sales manager with expertise in implementing sales strategies, coaching and mentoring new sales reps, and analytical aptitude to recognize patterns and sales trends. Outstanding communication and organizational skills to develop active and engaging collaboration across customer-facing departments, including customer support and marketing, to maintain deals moving through the sales funnel.

Experience

- **Manager sales in Venus electric** 2022 - Present
3 year
- Oversee and lead the sales team - Manage, motivate and develop the sales team to achieve sales targets and quotas. Coordinate team effort and activities.
- Develop sales strategies - Create and implement strategic sales plans and goals. Develop approaches to acquire new customers and increase sales.
- Forecast sales - Analyze market trends and competition to accurately forecast sales. Set realistic sales projections and help the team meet them.
- Recruit and train salespeople - Hire new sales representatives and agents. Provide ongoing training to help salespeople improve skills and performance.
- Manage accounts and customers - Retain and grow existing customer relationships. Manage key accounts and large deals. Handle customer issues and feedback.
- **Hr Employee** 2021 - 2022
Sas electric
- Managed full-cycle HR operations for organization, including recruitment, onboarding, benefits administration, and employee relations
- Spearheaded development of comprehensive employee handbook and trained managers on company policies
- **Maddi and Yacht Rowing Club** 2019 - 2021
Rowing Coach
- Coaching beginners to attain basic watermanship so that they are competent and comfortable in a single scull
- Be able to support and advise any questions that may be asked on Rowing to help their progression
- To encourage the development of the students Rowing skills
- Keeping records of individual students progress on the F Block Rowing program
- To register who is present at each session, making sure to keep an accurate record

Education

- **Helwan University** 2021
Bachelor of Physical Education
- **Amircan Council** 2018
Diploma of Clinical Nutrition

Skills

- Technical skills: Microsoft, Excel, Social Media Management. Soft Skills: Customer Service, Communication, Team work, Leadership.

Courses

- ICDL Course
- (IT Fundamentals)(Network connection CCNA)
- First Aid Course
- Human Resources Management
- Personal Trainer
- Swimming rescue course
- Sports injury and rehabilitation therapy

Languages

- English (very good)
- Arabic (Native)