



PROFILE

**COMPETENT SALES
MANAGER WHO CAN
PLAN, EXECUTE AND
OVERSEE ALL SALES
AND PROMOTIONAL
ACTIVITIES
EFFECTIVELY.**

CONTACT

Phone: 011166166088- 01062058597
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SKILLS

- Microsoft Office (Excel, Word,
PowerPoint)
- Office 365

LANGUAGES

- Arabic (Mother Language)
- English
Fluent (Reading, Writing, Speaking)

COURSES

- Peetch-Tree Smart Accountant
- Excel for Accounting

WALAA HASSAN ABDEL-AAL

Sales Manager

EDUCATION

Business Administration Future Academy
From 2018 to 2022
Major: Business Administration

WORK EXPERIENCE

Sales Manager
- H2OGYM
Cairo, Egypt
From 2020 to 2022

Job Rules

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- Overseeing local and regional sales, promotions and campaigns
- Planning and directing the hiring and training of new Sales Representatives
- Directing and coordinating all sales activities locally and regionally
- Preparing sales budgets and projections and approving expenditures
- Tracking and analyzing sales statistics based on key quantitative metrics
- Handling and resolving customer complaints regarding a product or service

- Setting discount rates and determining price schedules
- Advising distributors and dealers on policies and Standard Operating Procedures (SOPs)
- Serving as the face of the organization to internal and external partners
- Making data-informed decisions to drive performance and resource allocation
- Developing and maintaining relationships with key clients
- Setting sales quotas and goals
- Overseeing and directing performance of the sales team
- Identifying emerging markets to find new sales opportunities
- Defining and executing territory sales plans
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