

Mohamed Hamed Sobh

Nationality : Egyptian Marital Status: Single Military status: Exempted

Visa status Employee visa Driving license: Valid Date of birth: 1/8/1990

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Total Experience: 8 years



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The Objective

I am seeking for the *challenge* of working in a multi-national corporation, simply because I believe in the *sustainable development* of my personality and skills. And mainly, my aim is to improve my career and find an appropriate to my experience and certificates, that's why i choose sales and marketing as my career because it's always *challenging*

Education & Courses

- | | |
|--|-----------|
| ✓ Tanta University | 2009-2012 |
| ✓ Bachelor of English Law | |
| ✓ Information Technology Center | 2011 |
| ✓ Sales and marketing certification | |
| ✓ Egyptian Cultural Council | 2012-2013 |
| ✓ Sales Management Diploma | |
| ✓ The American University in Cairo | July 2013 |
| ✓ Sales and Marketing Diploma | |
| ✓ Synergy University Dubai | |
| ✓ Executive Master of Business Administration (EMBA) | Present |

➤ Synergy University



1-2018 - present

Student Recruitment Manger

Responsibilities and Achievement

- Achieving *growth* and *hitting* sales targets .
- Designing and implementing *a strategic sales* plan that expands company's customer base and ensure its strong presence
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Promotes and represents the university at public relations events, promotional opportunities, *marketing campaigns*, business and committee meetings, and press and publicity functions.
- *Manages* and *coordinates* community workshops, retreats, and recruitment efforts; arranges visits and tours for prospective students and parents.

➤ Etisalat



7-2016 - 1-2018

Team leader

Responsibilities and Achievement

- Responsible for *marketing* and *selling* Etisalat product.
- Offer *inspiration* and *training* of internal sales personnel on how to attain business sales objective.
- Make propositions, give suggestions and designate sales target and job obligations to each sales staff.
- *Listen* to team members' feedback and resolve any issues or conflicts
- *Discussing* and *resolving*
- problems Reporting to management
- Carrying out performance reviews

➤ **Emirates Development Bank**

5-2015- 7-2016

Customer services and Sales Representative

Responsibilities and Achievement

- **Managing large** amounts of *inbound* and *outbound* calls in a timely manner
- **Selling loans** such as personal top up loans, Ounak and Bussines loans , al Fazaa
- **Promoting** and **selling** loans for zayed housing programme
- Educating customers through product demonstrations
- Keeping in contact with existing customers in person and by telephone
- Identifying customers' needs, clarify information, research every issue and providing solutions



EXPERIENCE IN EGYPT

➤ **Vodafone.**

2011 –2013

Sales Representative

Responsibilities and Achievement

- Answering questions about products or the company
- Asking questions to understand customer requirements and close sales
- Enter and update customer information in the database
- Keep records of calls and sales and note useful information
- Promoting for new products in the store and online.
- recording orders and sending details to the sales office



➤ **FAS International**

2013 –2015

Sales Representative

Responsibilities and Achievement

- It's great company and it's added for me a lot of experience for my career
- Provides financial service to foreigner clients.
- The job requires the ability to determine the client's status with our offer whether they are qualified or not for service Call the customer and offer them lower the interest rate on the credit card.
- Monthly target, the first target was 66 close deals and I was achieving 120 close deals
- Generating leads from customer referrals.



Languages

Arabic: Native

English: fluent.

Skills

Personal skills

- Smart Organizer.
- Optimism is my life.
- Leader by nature.
- Positive thinking & Strategic Planning.
- Quick Learner.
- Learning from my mistakes.

Work skills

- Handling problems with efficiency.
- Flexible team player with ability to work on own initiative
- Consistently meet demanding deadlines.
- Ability to think out of the box.
- Excellent computer skills.
- High Analytical Skills.
- Ability to handle multiple tasks.