

# **CURRICULUMVITAE**

**Name: Salma Mohamed Elnagar**

**Date of Birth: 26 oct, 1993**

**Marital status: Married**

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## **➤ Objective:-**

- Seeking for new challenge that combines between my practical experience and educational background with the available resources at the working environment to achieve the maximum benefit for us.

## **➤ Education:-**

- Bachelor of Commerce, kafr El-Sheikh University (2018-2019).
- Major: Accounting. - Grade: Good.

## **➤ Training courses:-**

- 27 Jan –19 Feb 2017 Training for employment \_CBE:  
Principle of banking certificate.
- 1 May- 1 Jun 2018 Training at the Egyptian Stock in  
Alexandria.

## ➤ **Work Experience:-**

- **Work as cashier for spinney's since (3-12-2019)to(12-8-2020).**

- Managing transactions with customers using cash registers,
- Scanning goods and ensuring pricing is accurate.
- Collecting payments whether in cash or credit.
- Greet customers entering establishments.

- **Sales(13-8-2020)to(20-10-2021)**

- Find prospects and leads.
- Learn details about our products and services.
- Understand all the prospects needs, problems or wants.
- Explain how our solutions align with their pain points.
- Meet with potential clients and act as their consultant.
- Up-sell when appropriate.
- Identify buyer persona profiles.
- Recruit, hire and train new sales representatives.
- Investigate leads and find out about them as much as possible before contacting.
- Consult with sales and marketing team to ensure the efficiency.
- Identify most important sales KPIs.
- Track and monitor your work.
- Prepare and present reports when needed.
- Attend sales educational events and seminars.
- Stay up to date with the latest sales trends and best practices.
- Report to management team.

### ➤ **Skills:-**

- **Languages Arabic:** Native .
- **English:** Good Knowledge (Understanding, Written, Conversational).
- **Soft skills:** Planning , organizing and leading.
- **Handle work under pressure with meeting the deadline and targets.**
- **Excellent communication, negotiation, interpersonal, research skills.**
- **advanced selling skills background.**
- **Team building and coaching skills.**
- **Problem solving, Flexible, able to learn more.**
- **Computer skills: Strong qualified with Microsoft office package .**