

**Mohamed Abderrahmane Edine**

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Dubai - United Arab Emirates.



## Summary

Successful sales man and sales supervisor with three years of experience in team building and business, with the successes I have in achieving Target growing revenue base, I'm adapt at building new business securing customer loyalty and forging strong relationship with customers.

## Experience

**-Property consultant (broker) at Maple properties–Dubai-UAE from 05-2021- present.**

- Selling developers properties (Emaar, Damac, Azizi, Sobha, Elington, Bloom, Nakheel, Falcon city....)
- Qualify leads and data management using the company CRM.
- Complete all necessary documentations associated with selling/leasing property, including preparation and execution of sales argument.
- Build and maintain relationships with new and existing client.
- Closing the deals at any cost.

**-Sales Supervisor at Etisalat UAE (Glotel channel partner) - Abu Dhabi-UAE from 08-2020 -05-2021.**

- Recognizing employee achievement and encouraging excellence in the work environment.
- Developing and implementing sales plan.
- Conducting monthly sales meeting with my team.
- Assist sales agents and team to meet and exceed goals.
- Interacting with customer on a regular basis to ensure satisfaction and gain useful feedback.
- Track weekly, monthly and quarterly performance and sales metrics.
- Search and open new locations for company business.
- Recruit, hire new sales agents.
- Work with sales team when closing sales.

**- Senior Sales Executive at Etisalat UAE (Glotel Channel Partner) – Al Ain -UAE from 02-2020 to 08-2021.**

- Organizing and executing training for the new employees and improving their sales skills.
- Analyzing the quality performance of the employee in my department.
- Coaching existing employees.
- Achieve Assigned target at any cost.

#### **- Relationship officer (Stock market Broker) at Swiss capital from 01-2019 to 01-2020.**

- Providing online brokerages Services information's to traders who need direct access to the global markets.
- Provide clients interested in trading daily update about the prices of currencies, commodities, indices and stocks.
- Provide ultimate trading environment and solution information.
- Getting deposits at any cost.

#### **-Sales executive at Mauritel-Telecom-Mauritania from 01-2014 to 01-2018**

- Serve customer by selling products and meeting customer needs.
- Resolves customer complaints by investigating problems developing solutions, preparing reports and making recommendations to managements.
- Establish, develop and maintain positive business and customer relationships.
- Achieve agreed upon sales targets and outcomes within schedule.
- Supply management with reports on customers need, problems, interest, competitive activites, and potential for new products and service.

#### **Academic Qualification**

- Bachelors in Biology of organisms and Ecosystems, Nouakchott University – 2018.
- Diploma in mechanical physics science, UIP institute –Nouakchott 2014.
- Diploma in computer science, LAZO institute –Nouakchott 2013.

#### **Computer Skills**

- Applications: MS-Office (Word, PowerPoint & Excel).
- Web language (HTML, CSS, PHP...).
- Photoshop.
- Graphic (CANVA, PIXLR, PICS ART, PIXABAY, PHOTOSCAPE)

#### **Personal Details**

- Date of Birth : 20/12/1997
- Nationality : Mauritania
- Marital status : Engaged
- Languages : Arabic, French, and English.
- Visa Status : Cancellation visa