



SALAH ELDEEN FAWZY ABD ELKADER

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International City, Dubai, UAE, UAE

SKILLS

- Conflict resolution
- Extremely organised
- Client assessment and analysis
- Self-motivated
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

SPECIAL SKILLS

- MS Word, MS Excel, MS Powerpoint.
- English Language Course.
- Amadeus Course.

EDUCATION

2014

University Of ALEX | EGYPT
Bachelor of Tourism & Hotels

LANGUAGE

English
Arabic (Native)

Date Of Birth

5 August 1992

PROFESSIONAL SUMMARY

Welcomes visitors by greeting them, in person or on the telephone; answering or referring inquiries. Directs visitors by maintaining employee and department directories; giving instructions. Maintains security by following procedures; monitoring logbook; issuing visitor badges.

WORK HISTORY

07_2020 / Present

Wood and Copper, Dubai

Sales

Responsibilities:

- Customer service and product selling are the most important aspects of this job, but the responsibilities do not end there.
- Perfume sales associates perform many tasks. They are responsible for knowing all aspects of each perfume to answer customer questions. This can be challenging, since perfumes contain complex blends, so reading product information and promotional materials from the manufacturers is essential.
- Perfume sales associates can also be responsible for processing financial transactions, doing inventory, cleaning the sales area and pricing merchandise.

10/2019 - 06/2020

Acacia Oud, Dubai

Sales Associate

Responsibilities:

- Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.

- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Understanding and promoting company programs.
- Obtaining deposits and balance of payment from clients.
- Preparing and submitting sales contracts for orders.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records.

Answering client questions about credit terms, products, prices and availability.

04/2019 - 08/2019

Dar al fateh group | Abu Dhabi, Abu Dhabi
Sales

Responsibilities:

- Selling products and services using solid arguments to prospective customers
- Performing cost-benefit analyses of existing and potential customers
- Maintaining positive business relationships to ensure future sales
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction

10/2016 - 10/2018

Johanna Hotel | KSA, KSA
Sales agent

Responsibilities:

- Receiving visitors at the front desk by greeting, welcoming, directing and announcing them appropriately
- Answering screening and forwarding incoming phone calls
- Receiving and sorting daily mail
- Greet and welcome guests as soon as they arrive at the office
- Direct visitors to the appropriate person and office