

Mohamed Abdelmajeed

Abu Dhabi

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I have more than 5 years of experience in sales and customer service. I am self motivated and flexible to learn new standards and strategies. I am open to new technologies.

Work Experience

Retail Sales Promoter

OPPO MOBILE FOR SMARTPHONES & ACCESSORIES - Cairo, EG

March 2016 to July 2019

Egypt

Company Industry: Smart Phones

Accountabilities:

- Demonstrate and provide information of the product.
- Create a positive image and lead consumers to use the products.
- Identify interest and Understand customer needs and requirement.
- Business development activities in adding new potential accounts in company Portfolio for IR and Emerging retail chains.
- Handling distributor profile/Dealer Management/Channel Management.
- Convincing skills for handling the sales and marketing.
- Contributing to team success by accomplishing related results and achieves the sales target.
- Conducting Promotional activities for increasing the effective sales.
- Expansion of business in the market and open new accounts.

Sales Representative

Vodafone Egypt - Cairo, EG

December 2015 to February 2016

Egypt

Company Industry: Telecommunications

Accountabilities:

- Sell telecommunications products and services to both individuals and companies.
- Build market position by locating, developing, defining, negotiating, and closing business relationships.
- Keep abreast of current technology trends.
- Identify, contact and build relationships with prospective customers through a combination of telephone and in-person cold calls, networking and referrals to obtain appointments.
- Manage a territory using technology, prioritization and time management skills.
- Maintain an updated database in sales database including all activities, partners, and opportunities with their current status.

– Maintain open and effective lines of communication throughout the organization to maintain a sense of teamwork, enthusiasm, pride, and quality workmanship.

Sales Executive at Egyptian Canadian

Food & Beverages - Cairo, EG

January 2015 to November 2015

Egypt

Company Industry: Food & Beverage

Accountabilities:

- organizing sales visits
- Demonstrating and presenting products
- Establishing new business
- Maintaining accurate records
- Attending trade exhibitions, conferences and meetings
- Reviewing sales performance
- Negotiating contracts and packages
- Aiming to achieve monthly or annual targets.

Education

Bachelor's

Skills

Sales, Marketing, Accounting, customer orientation, Microsoft Office (3 years), Customer care (2 years), Public Relations (1 year)

Certifications and Licenses

Sales & Marketing Training

March 2016 to Present