



Yousef Ahmad

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Summary

Summary

Experienced Sales with a demonstrated history of working c. Skilled in Negotiation, Analytical Skills, Microsoft Word, Sales, and Team Building. Strong sales professional with a Bachelor of Business Administration (B.B.A.) focused in Business/Commerce, General from Al-Azhar University.

Experience



Business Development Executive

Creative Minds

Oct 2019 - Present (1 year 11 months +)

Tanta

- Creating proposals for clients based on their requirements.
 - Researching and identifying sales opportunities, generating leads, target identification, and classification.
 - work closely with the sales team in the area of product suitability and service delivery expectations.
 - articulate (through written submissions and oral presentations) solutions to both technical and non-technical customers
 - maintain a thorough knowledge of the company's products and service offerings and methodologies
 - generate and negotiate new business Present and sell company products and services to current and potential clients.
 - provide contacts and support co manger to reach high-level management in many sectors.
 - Marketing researches and collecting data about clients
- 700apps



Senior Marketing Executive

Jun 2018 - Sep 2019 (1 year 4 months)

(1 year 4 months)

Egypt

- Expand the potential clients' database.
- Promote Company's Products & Services to the targeted clients.
- Marketing researches and collecting data.

Page 1 of 3

- Make online communications Plus phone calls.
- Brainstorm and develop ideas for creative marketing campaigns
- Researching and identifying sales opportunity, generating leads, target

identification and classification

-Reaching out to new customers and making presentations or pitches outlining the benefits of product/ services.

-Understanding the client requirements and then customizing the product/ services as per their needs.

-Ensuring proper servicing and after sales support to clients

Data reporting to management and gathering market intelligence.



Corporate Sales Executive

Sep 2017 - Jun 2018 (10 months)

(10 months)

Riaydh Saudi Arabia

- Develop, build and manage a client base of corporate accounts
- Oversee the sales process at each stage from quote to purchasing to fulfilment and follow up
- Target new and existing accounts within the Lotteries, Oil & Gas, Construction, Government, and Educational sectors for new business
- Work with the Marketing Dept to develop and execute Corporate Sales initiatives
- Prospect new clients via sales calls, direct mail, email, and networking events
- Follow up on leads generated through retail stores, research, and promotional events
- Work with suppliers to secure opportunity buys and availability of products
- Coordinate product logo placement with contractors to meet the client's specifications
- Analyze sales trends, track unit sales, and generate gross margin reports
- Generate monthly budgets and sales forecasts



Sales Executive

EraMint

Sep 2016 - Aug 2017 (1 year)

EraMint provide different types of marketing services including SMS campaigns, social media marketing, website/ mobile application design and development and integrated marketing consultation service My role search
Page 2 of 3

for new clients and analysis the customer needs according to size for each company that available to get all of our services because we support many services after I contacted the customer I will meet him to explain the services and to make a deal and referred back to the department who will responsible for this service in order to achieve
Xceed



Outbound Sales Representative

Feb 2015 - Sep 2016 (1 year 8 months)

Advises present or prospective customers by answering incoming calls on a rotating basis; operating telephone equipment, automatic dialling systems, and other telecommunications technologies.

- Influences customers to buy or retain product or service by following a prepared script to give product reference information.
- Documents transactions by completing forms and record logs.
- Maintains database by entering, verifying, and backing up data.
- Keeps equipment operational by following manufacturer's instructions and established procedures; notifying team leader of needed repairs.
- Maintains operations by following policies and procedures; reporting needed changes.
- Maintains quality service by following organization standards.
- Maintains technical knowledge by attending educational workshops; reviewing publications.
- Contributes to team effort by accomplishing related results as needed.

Education



Al-Azhar University

Bachelor of Business Administration (B.B.A, Business/Commerce, General

Skills

application design • arabic • articulate • benefits administration • budgeting • communication skills • consulting • customer relations • database administration • delivery