

Mohamed Samir

salesman (in door) - BED BAGS AND BEYOND L.L.C

Dubai

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Seeking new challenges & an interesting job in a progressive organization, where effectively my academic background & personal skills could be utilized & developed.

Work Experience

salesman (in door)

BED BAGS AND BEYOND L.L.C - Dubai

December 2018 to August 2019

Dubai - UAE

Nature of business: trading of Travel Bags (The Dubai Mall & City Center Mirdif)

Position: salesman (in door)

- Develop a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Assists in development and implementation of marketing plans as needed.
- Achieve the sales budget and sales targets set by the manager
- Control expenses to meet budget and determine price schedules and discount rates.
- Achieve the customer satisfaction goals set by the manager
- Resolve customer complaints regarding sales and service
- Managing slow-moving products

EMPLOTMENT HISTORY:

SALES MAN (in door)

AL SHAALI MOTO TRADING EST - AE

November 2016 to November 2018

JOB DESCRIPTION

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.

- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

SALESMAN

SAUDI SANITARY PAPER COMPANY, KSA
August 2014 to September 2016

SALESMAN

SAKALA GROUP
January 2011 to July 2014

SALSMAN

PEPSICO
August 2009 to December 2010

Education

INSTITUTE OF PROFESSIONAL MANAGERS
June 2014 to July 2014

Skills

TIME MANAGEMENT, ORGANIZATIONAL SKILLS

Additional Information

PERSONAL SKILLS

- Good time management & organizational skills.
- Ability to learn new tasks quickly.
- Ability to work individually and as a co-operative team member.
- Ability to work effectively under pressure.
- Ability to express ideas and concepts.
- Computer Literate

LANGUAGE

Arabic: Native language Arabic
English: Very Good (Read & Write)