


# Akram Hinidy

Enthusiastic Profile, love challenges, looking for a position in a company where I can maximize my communication & management skills quality assurance and development also to share my innovative ideas, dynamic personality for the benefit of the company. My Experiences and Knowledge should help me in contributing to the growth of the company.



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10/09/1987

Visit Visa

## WORK HISTORY

February 2022 till now in Dubai

### **Real Estate Agent**

- Help people rent apartment ,bed,room
- Provide guidance
- assist sellers
- Determine clients' needs and financials abilities to propose solutions that suit them

September 2018 to December 2021

### **Senior Sales Consultant**

**El Safwa for real Estate marketing**, Alexandria , Egypt

- Hires and trains sales representatives.
- Manages a team of sales representatives.
- Builds and manages the sales pipeline.
- Creates monthly sales forecasts.
- Develops strategies to reach sales goals.
- Writes sales pitches for all products and services.
- Completes competitive analysis reports.

September 2014 to September 2018

### **Senior Sales Executive**

**American Express for Petroleum Services** , Alexandria, Egypt

- Responsible for guiding sales representatives.
- Ensuring that sales targets are met.
- Generating leads, managing key accounts, and monitoring competitors' sales activities.

January 2011 to July 2014

## SKILLS

- Timescale management
- Word processing
- Active listening
- Setting goals
- Practical problem solver
- Organization
- Strategic Thinking
- Demonstration skills
- Flexibility
- Leadership
- Marketing
- Persuasion

## EDUCATION

**MBA Master of Business Administration And general Management from Cambridge University**

**Bachelor's degree Hotel Administration and general management Abou Qir College**

**.MARKETING Diploma From IATS ACADEMY.**

**Sales Executive**

**Hasan allam for construction and contracting,**  
Alexandria, Egypt

- Meeting with clients virtually or during 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.

March 2008 to July 2010

**Customer Service Telesales Agent**  
**Telecom Egypt,** Alexandria, Egypt,

- Inquiries about bills.
- Persuading to buy new lines
- Proffer Advice and recommendations concerning company products and services.
- Achieve Sales Objectives by making telesales and utilizing upselling opportunities.
- Manage Inbound calls to ensure effective and timely resolution of customer issues.

February 2007 to February 2008

**Sales Representative, Vodafone,** Alexandria Egypt

- Receipt of lines from the company.
  - Offer to assigned Call Centers.
- Collecting Deferred Payments.

**.Presentation Skills**  
**Diploma from IATS**  
**ACADEMY.**

**.Sales and Customer**  
**Service Diploma from**  
**IATS ACADEMY.**

**.Strategic Planning**  
**Diploma from IATS**  
**Academy.**

**.LEADERSHIP AND SELF-**  
**MANAGEMENT**  
**Diploma from IATS**  
**ACADEMY.**

**Human Resources and**  
**general Management**  
**Diploma from IATS**  
**Academy.**