

Assad Alzuber

Sales and Marketing - Sudan

Abu Dhabi, AE

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Self-motivated, enthusiastic and hardworking, with special skills in connecting with people in person and over the telephone. Highly efficient and energetic, with special focus on providing customers with services, aimed at retaining their business.

TECHNICAL • Microsoft Office (Word, Excel, PowerPoint)

Willing to relocate: Anywhere

Work Experience

Sales and Marketing - Sudan

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2017 to 2019

Job:

- 1- Planning the selling activity, including participating in setting the goals and drawing up the sales practices inside the company such as the special policies and making recommendations regarding their development and introduction of new products or services, pricing and distribution policies, advertising, promotion and communication with the target markets and defining the vision and the strategic message.
- 2 - Organization of sales activities, which include organizing sales efforts through the development of an effective organizational structure of sales and marketing representatives and supervisors and identify the tasks for each individual in marketing management.
- 3 - Implementation of the sale activities identified in the strategic plan for sales and marketing policies.
- 4 - Overseeing the efforts of salesmen, marketing, distribution and advertising and directing them properly.
- 5- Coordinating the sales activities with other departments such as procurement, warehousing, production and finance.
- 6 - Monitoring and evaluation of sales activities, including the identification of sales areas, identify the paths of sales men, and identify sales shares and receive reports on sales activity and evaluate the findings and take appropriate corrective measures to improve the level of performance and development .. Etc.
7. Participate in the selection and employment of sales men in terms of analysis and description of the work, and determine the qualifications required.
8. Identify the training needs of the salesmen and the type of training required for each individual.
- 9 - Motivate salesmen to identify different methods of motivation and constantly search for rewards that stimulate the efforts of sales men and increase their efficiency.
- 10 - Evaluation of the efforts of sales men in terms of determining effective and objective evaluation models to reach a logical rule on the performance of sales men.

11. Writing contracts and agreements and laying down practical bases for pricing policies, discounts, and cash and term collection.
- 12- Develop plans and design sales and marketing policies in cooperation with the Executive Director and senior management, and set goals and objectives of selling and develop strategies that achieve these goals.
13. Establish a database of markets, competitors, geographical areas and their distribution.
14. Develop direct marketing programs and supervise their implementation by contacting the advertising agencies, and developing promotional plans, advertising and sales presentations in coordination with senior management.
- 15 - The work of marketing research and study the market share of the company and competitors, and follow up the situation of competitors and strategies and new market.
- 16 - Working to increase market share through increasing the volume and development of the company's sales.
- 17 - To constantly search for and connect with new customers and maintain strong relationships with them.
18. Participate in negotiations with agents and distributors.
19. Identify the sales areas to benefit from the largest number of customers, and divide the market into segments.
- 20 - Follow up, evaluate and measure the performance of sales men and improve their skills.
- 21 - Follow-up after-sales service and continuous communication with customers and respond to their requirements.
- 22 - Submit detailed periodic reports on the achievements and marketing problems of senior management and the obstacles facing the department and proposals for solutions

Sales executive

Sales and marketing - Khartoum
February 2013 to March 2014

Sales executive

Education

CCNA in Information technology

Bringingham Training Center - Sudan
May 2018 to December 2018

Computer science and information technology

University of Science and Technology - Khartoum
2011 to May 2017

Skills

data entry (Less than 1 year), Networking (1 year), outbound calls (Less than 1 year), Technical Support (Less than 1 year), telephone (Less than 1 year)

Additional Information

SKILLS • Technical Support

- Computer Networking
- Call center telephony and technology
- data entry and collation skills
- Adobe Photoshop

SOFT SKILLS • Organization and Communication Skills

- Proficient in handling inbound telephone calls by providing information to customers, according to established protocols
- Skilled in making outbound calls to provide potential customers about the company's services and products
- Adept at following communication scripts when handling customers' problems and queries
- Familiar with identifying customers' requirements and