

Mohamed Ibrahim

Sales Manager - Jotun Paints and Decoration Supplies

Dubai

mohamedahmedibrahim39_pfu@indeedemail.com

0971504429632

Confident and capable sales expert with more than 10 years of experience in professional sales. A manager with the experience and skills necessary to lead a sales team and oversee all customer interactions. Manage individual accounts and build relationships with clients. History of making sales and going on sales trips and perfectly comfortable interacting with potential clients. A candidate who combines a strong attention to detail with a high level of commitment, loyalty, and dedication

Willing to relocate: Anywhere

Work Experience

Sales Manager

Jotun Paints and Decoration Supplies

2015 to Present

- Lead the team to reach the goals to be achieved • Communicate with customers and work on their land and achieve all their requirements.
- Achieve the target of the purchase of the parent company of 2 million Egyptian pounds.
- Work on increasing the profits of the work through continuous development in the form of exhibition and preservation of the general form and the introduction of new ideas.
- Keep track of the inventory on a daily basis, make books, and easily return to stock and order orders.
- Follow all customer accounts and company accounts and communicate with them.
- The ability to solve the problems of the team and solve the problems of customers and their satisfaction and provide all the amenities for the benefit of the work.

supervisor

LORD international S.A.E

2013 to 2015

- Where I work hard with the team to achieve the targeted sales.
- Coordinate with the sales manager and develop the sales process.
- Coordinate with accounts and audit clients.
- Help the sales team to introduce new customers.
- Follow up customers and contact them always and go to their stores to inspect the sales process and evaluate the performance of sales man and the extent of customer satisfaction.
- Discuss with the management sales targets for all of our sales men and try to give more advantages for the one who achieve the biggest target to improve all of my team to reach the targets

sales man

Mansour group

2012 to 2013

- Interacted with clients and used sales techniques to improve profits.

- Placed calls to potential new clients and communicated effectively to close sales.
- Performed administrative tasks to organize all accounts responsible for.
- Work with my team to reach the goals to be achieved

Merchandiser assistant

2010 to 2012

contact with the client from the beginning of the Order request, pricing and bring the raw materials used in the process of manufacturing of clothes such as" yarns and all accessories".

- Follow the process of manufacturing till the presence of the quality of the inspection of the Order • Coordinate with logistics department and prepare the shipment

Education

Alexandria University

May 2009

Division of Accounting

Faculty of Commerce

Skills

Excel (Less than 1 year), marketing (Less than 1 year), Microsoft Word (Less than 1 year), Outlook (Less than 1 year), Word (Less than 1 year)

Additional Information

Skills

- Extensive communication skills, both in sales, interpersonal, and management. -Familiar building relationships, establishing lifelong connections, and encouraging return business. -Intimately familiar with standard marketing techniques and experienced in improving sales of entire sales team.
- Developed critical thinking and decision making skills.
- Long history of management positions developing excellent leadership and delegation abilities
- Holding Jotun Sale's Specialist Diploma on September 2018.

Computer skills:

- Proficient in using Windows applications and software such as Microsoft Word, Excel, Microsoft Outlook, Internet.
- Holding " ICDL" certificate From EAAC center on 2009