

SALES TEAM LEADER

# MAHMOUD RAMADAN

## ACADEMIC BACKGROUND

FACULTY OF ARTS, CAIRO UNIVERSITY

2009 - 2014

*BA in Sociology*

Grade Good

## CAREER HISTORY

**SUPERVISOR**

**2017 TO PRESENT**

*Oppo Egypt*

- Responsible for the sales team and helping them achieve the target
- Follow up the attendance and departure of the sales team
- Solve problems that may arise between the promoters and the merchant or the branch manager
- Develop a plan to motivate promoters through competitions and rewards and focus on strengths
- Increase sales every month by dividing the target by team and developing a plan to achieve the target
- Responsible for organizing the advertisements in the area in a manner befitting the product, the company, for the success of the campaign and increasing sales

**SALES REPRESENTATIVE**

**2015 TO 2017**

*Mobile shop*

- Offering and selling products and services within the branches.
- Understand customer needs and requirements.
- Closing sales and achieving sales target.
- Keeping up with product and services information and updates.



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Helwan  
Cairo, Egypt

**Marital Status:** Married

**Military Status:** Exempted

**Date of birth:** 23/9/1992

## **CORE SKILLS**

- Excellent negotiation and communication skills.
- Good in Microsoft Office, Excel, Word, Power Point & Outlook.
- Time management.
- Problem solving.
- Good command of both written and spoken English.

## **WORK REFERENCES**

Mohamed Rizk

Area Manager  
Union Group  
01003808787

**SALES OUTDOOR****2014 TO 2015***Marketopic Marketing agency*

- Establishing relationships with new clients and maintaining and nurturing business relationships with existing clients.
- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking, and social media.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Provide customer support by responding to customer inquiries, requests and determine rejection reasons.
- Generate and work closely with departments to promote sales opportunities.
- Increase databases are current and updated with accurate customer information.
- Offering a price and negotiating around it
- Closing the deal and recording the details
- Manage the full sales-cycle including; prospecting, fact finding, presenting, negotiating and closing key agency and brand accounts
- Manage and generate revenue from developmental sales list
- Interact with various internal departments to carry out client requirements such as scheduling advertising
- React to inbound customer requests via phone and online
- Use phone and email, and make occasional face-to-face sales calls
- Develop relationships for long term growth

**CALL CENTER****2013 - 2014***Orange*

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