

Ali Arafa Ali Hassan

Sales Representative

Personal Data: -

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 - Nationality: Egyptian.
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Summary:-

Sales Supervisor&Representative with + 10 years of experience driving sales growth, building strong client relationships, and leading high-performing teams. Proven expertise in achieving revenue targets, expanding market share, and identifying new business opportunities. Skilled in sales forecasting, team training, and implementing customer-centric strategies to exceed expectations. Known for delivering exceptional results in competitive markets through strategic planning, negotiation, and excellent communication skills.

Education:-

- Bachelor Of Education.
 - Faculty of Education, Suez Canal University, Egypt. (2010 - 2014).
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Work Experience:-

Riddle Cafe. Location: Dammam, KSA.

Job Title: Branch Supervisor.05/2024- Present.

- Organize and coordinate sales representatives' schedules
 - Research potential leads from business directories, web searches, or digital resources.
 - Recruit, hire, and train new sales representatives.
 - Supervise sales representatives and assistants, and receive and report on all sales leads.
 - Represent the company's products and services, using consumer research.
 - Generate leads and build relationships by organizing daily work schedules to call on existing.
 - Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often including product demos and presentations.
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Maskob Café.Location: Dammam, KSA.

Job Title: Branch Manager. 02/2023-05/2024.

- Overseeing daily operations, managing sales performance, and ensuring excellent customer service
- Direct all operational aspects including distribution operations, customer service, and sales.
- Develop and implement sales strategies to achieve and exceed branch revenue targets.
- Monitor daily, weekly, and monthly sales performance, identifying and addressing areas for improvement.
- Create and manage promotional campaigns to attract and retain customers.
- Ensure a high standard of customer service is maintained at all times.

- Handle customer complaints and feedback professionally, ensuring prompt resolution.

OPPO Egypt Company. Location: Egypt.

Job Title: Sales Indoor (Promoter).

02/2020-12/2022.

- Responsible for selling OPPO products inside the store and also achieving the target.
 - Responsible for organizing all the activities of the promotion of the product inside the store.
 - Arranging and cleanliness of devices and protecting maintaining displays and charging display devices.
 - Demonstrate and explain products, methods, or services to persuade customers to purchase products or utilize services.
 - Create a positive image and lead consumers to use our products.
 - Distribute product samples, brochures, flyers, etc. to source new sales opportunities.
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Honor Egypt Company. Location: Egypt.

Job Title: Sales Indoor (Promoter).06/2018-01/2020.

- Achieving personal sales target, and store's target as well.
 - Oversee and lead engagement teams to deliver consulting assignments on schedule and within the company's profitability targets.
 - Replacing the sold items with new products from stock
 - Applying the cross-selling&up-selling methods
 - Providing high-standard customer services
 - Adhering to the company's policies and procedures (Attendance/appearance/discipline)
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mti Company (Huawei, Samsung,nokia).Location: Egypt.

Job Title: Sales Representative.

05/2017-05/2018.

- Selling products and services using solid arguments to prospective customers.
 - Performing cost-benefit analyses of existing and potential customers.
 - Maintaining positive business relationships to ensure future sales.
 - Present, promote and sell products/services using solid arguments to existing and prospective customers.
 - Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
 - Establish, develop, and maintain positive business and customer relationships.
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Comfort Home Co.Location: Egypt.

Job Title: Sales Specialist.01/2016-04/2017.

- Develop and maintain a thorough knowledge of the company and its products, and research consumers.
 - Generate leads and grow existing relationships by maintaining an accurate, detailed client book.
 - Make cold calls or perform warm outreach, using outside-the-box thinking to develop sales tactics.
 - Work with account executives to design industry-specific outreach efforts.
 - Utilize Salesforce tools to ensure a standardized process throughout all stages of a sale.
 - Conduct month-end and year-end close processes.
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Computer (Software) Skills:-

- Microsoft Office (Word, Excel, and PowerPoint).

Languages Skills:

- Arabic (Native).
- English (Good). (Writing, Reading, Speaking, and Listening).

Soft Skills & Personal Skills:

- Communication Skills
- Time Management
- Organized
- Adaptability
- Problem-Solving
- Teamwork
- Leadership
- Attention to detail
- Hard working

Technical Skills&Core Competencies:-

- Sales forecasting and strategic planning.
- Territory management and market analysis.
- Developing and executing sales strategies to meet and exceed targets.
- Retail and B2B sales expertise.
- Customer Relationship Management (CRM).
- Team Leadership and Management
- Marketing and Business Development
- Technical Proficiency.