



Mohammed Samir

About me

Dynamic and results-oriented professional with a proven track record in sales and customer service. Experienced in building strong client relationships and exceeding sales targets. Skilled in leveraging effective communication and negotiation techniques to drive business growth. Possesses a solid foundation in customer service, with a keen ability to understand client needs and provide tailored solutions. Demonstrates a history of achieving exceptional sales figures and delivering impactful success stories.

CONTACT

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📍 Dammam, Saudi arabia

PERSONAL INFO

- Nationality: Egyptian
- D.O.B 09/08/1990

HARD SKILLS

- Sales Strategy Development
- Client Relationship Management
- Consultative Selling Approach
- Negotiation and Closing Techniques
- Team Leadership and Collaboration
- Customer Needs Assessment
- Problem Solving and Decision Making
- Effective Communication

SOFT SKILLS

- Presentation skills
- Attention to detail
- Analytical thinking
- Time management
- Team working
- Potential customers and closing the contract
- Transparency
- Flexibility
- Multitasking
- Communication skills
- Quick learner

languages

- Arabic: native
- English: very good

EDUCATION

Beachelor of law cairo university

EXPERIENCES

Sales Man at AKA HYGIENE

Jan 2024-Present

- Prospecting and engaging potential clients.
- Providing product/service information and advice.
- Building and maintaining customer relationships.
- Meeting and exceeding sales targets.
- Reporting on sales performance and trends.
- Continuous learning and staying updated.
- Collaborating with internal teams.
- Managing payment follow-up.
- Seeking business expansion opportunities.
- Ensuring compliance with company policies and regulations.

Marketing specialist at Komat AL-majdal factory food

- Market Research: Analyzing food industry trends and competitor strategies.
- Marketing Strategy: Developing and implementing effective marketing plans.
- Brand Management: Enhancing the brand image across various channels.
- Promotion and Sales Support: Executing advertising campaigns, supporting product launches, and collaborating with the sales team.

Senior Direct Sales Officer at OSN

JAN 2016-JAN 2023

- Lead Generation: Identifying potential customers through various channels.
- Sales Pitch: Presenting subscription packages convincingly to prospects.
- Customer Relations: Building and nurturing strong relationships with clients.
- Target Achievement: Meeting monthly, quarterly, and annual sales goals.
- Market Analysis: Monitoring industry trends and competitor activities.
- Product Knowledge: Having a thorough understanding of subscription offerings.
- Record Keeping: Maintaining accurate sales records and reports.
- Collaboration: Working closely with marketing and customer service teams.
- Continuous Learning: Staying updated on product enhancements and sales techniques.
- Policy Adherence: Following company policies and procedures diligently.

Vodafone Egypt

April 2009 Jan20011

- Sales Generation: Proactively approach customers to promote Vodafone's products and services.
- Achieve and exceed sales targets through effective sales techniques and strategies.
- Build and maintain a pipeline of potential customers through prospecting and networking activities.
- Customer Engagement: Provide expert advice and guidance to customers on Vodafone's products, tariffs, and promotions.
- Deliver outstanding customer service by addressing inquiries, resolving issues, and ensuring customer satisfaction.
- Cultivate strong relationships with customers to enhance loyalty and encourage repeat business.