

Mahmoud Hussein

Sales Manager

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Strong Experience In Retail (B2C) and (B2B), Proven ability to lead and motivate sales teams, manage day to day operations efficiently, and implement data-driven strategies that boost revenue and enhance customer satisfaction , Skilled in market analysis, identifying growth opportunities, and negotiating corporate contracts with both individual clients and businesses. Proficient in using SAP (ERP system) to streamline sales processes, manage inventory, and improve overall operational efficiency. Committed to continuous improvement and driving sustainable business growth through strategic planning and performance optimization.

SKILLS

- Sales Leadership: Team development, coaching, performance management
- Sales Strategies: Market analysis, competitive positioning, pricing strategies
- Customer Relationship Management: Client acquisition, retention, and growth
- Sales Process: Pipeline management, lead generation, CRM utilization
- Forecasting and Reporting: Sales analysis, reporting, forecasting
- Negotiation: Closing deals, contract negotiation, objection handling
- Data Analysis: Sales data, market trends, KPI analysis
- Communication: Verbal and written, presentation skills
- Technological Tools: CRM systems, sales analytics, Microsoft Office and Sap ERP System

PROFESSIONAL EXPERIENCE

Sales Manager | ELKHAWAGA Fabrics & Curtains | November 2024 – Present

- Lead a team to consistently exceed quarterly and annual sales targets.
- Implemented a new sales strategy that increased average deal size by 15% and improved sales cycle efficiency.
- Fostered and nurtured key client relationships, leading to a 25% increase in client retention and upsell opportunities.
- Conducted sales forecasting, analyzed market trends, and presented sales performance reports to the executive team.

B2B Sales Director | Shatta Fabrics & Curtains | October 2023 - November 2024

- Improved project efficiency with strategic planning resource allocation, and time management practices.
- Enhanced team collaboration through communication, goal setting, and performance evaluations.
- Implemented innovative solutions to solve complex problems, resulting in
- Formed strategy partnerships and connected with potential clients to drive business development.

Branch Manager Retail | Shatta Fabrics & Curtains | July 2014 - October 2023

- Managing and developing the skills of a group employee.
- Achieving the required sales target.
- Provide market report.
- Managed and motivated employees to be productive and engaged in work.
- Maximized performance by monitoring daily activities and mentoring team members.

Accounting | Shatta Fabrics & Curtains | August 2012 - June 2014

- Make invoices.
- Branch daily closing.
- Closing daily expenses and revenues and inventorying the safe.

Clothin Store Manager | Fasion Center Campany | April 2009 - July 2012

- Shop display.
- Helping clients choose what is most suitable and best for their appearance.

EDUCATION

Bachelor of Accountig | Ain Shams University | Cairo, Egypt | May 2011****Bachelor of System Information | Technical Commercial Institute | Cairo, Egypt | May 2007****

CERTIFICATIONS

- Certified Department Of Malaysian Studies (the rice of the malaysian economy)
- Human Development Course
- Marketing Basics
- Scientific Research In Sales Development
- Professional Manager Skils
- Entrepreneurship Course

Personal Details

- Date of Birth ; 29/7/1988
- Gender ; Male
- Nationality ; Egyptian
- Marital Status ; Married
- Military Status ; Exempted
- Languages ; (Arabic-Native) (English- Good)
- Driving License ; Valid Egyptian driving license