

Ali Hamed Habib

Sales Representative | Business Development Specialist | Account Manager | Sales Coordinator

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Over 14 years of experience in sales, account management, and customer service, with a proven track record of achieving sales targets and increasing revenue in competitive markets across Egypt and Saudi Arabia. Strong ability to build and develop long-term business relationships, analyze customer needs, and provide innovative solutions that meet expectations. Skilled in managing the sales cycle from prospecting to closing deals, with strong negotiation, time management, and prioritization skills. Proficient in Microsoft Excel, Microsoft Word, and CRM systems. Seeking to leverage my experience and skills in a new opportunity that enhances my expertise and contributes positively to both myself and the employer.

Education

2010 - 2014

■ **Bachelor’s in Law**
Mansoura University, Egypt

Employment

2025

■ **Sales Representative & Account Manager**
Egypt Drug Store, Egypt
Responsibilities:

- Managed sales operations and expanded the customer base through continuous prospecting.
- Negotiated contracts and pricing with clients to meet sales targets.
- Delivered tailored presentations and solutions based on client needs.
- Prepared and analyzed sales reports to support management decisions.
- Monitored deal execution and ensured post-sales customer satisfaction.

2015 - 2024

■ **Sales Representative & Logistics Sales Coordinator**
Qomel, Saudi Arabia
Responsibilities:

- Worked with leading dental product agencies, including Ormco, Pentron, and Dentaaid.
- Developed and executed sales plans to increase market share in target regions.
- Managed key accounts while ensuring high-quality service delivery.
- Coordinated product delivery operations to ensure compliance with specifications.
- Organized marketing events and exhibitions to boost brand awareness.
- Analyzed sales data and provided recommendations to improve performance.

2010 - 2015

■ **Sales & Marketing Representative**
Hugo Boss, Egypt
Responsibilities:

- Led the sales team to achieve monthly and annual revenue targets.
- Designed and executed targeted marketing campaigns to boost sales.
- Managed inventory levels and ensured product availability.
- Analyzed market trends and proposed new marketing strategies.
- Enhanced brand loyalty through exceptional customer service.

Technical Skills

Microsoft Excel

Microsoft Word

CRM Systems

Sales Data Analysis Tools

Personal Skills

Strong communication

Teamwork

Effective time management

Adaptability in dynamic environments

Career Skills

- Achieving Sales Targets
Ability to exceed monthly and annual goals through effective sales strategies.
- Customer Relationship Building
Developing long-term partnerships leading to increased client loyalty and repeat business.
- Negotiation & Deal Closing
Professional negotiation skills ensuring optimal deals and higher profits.
- Key Account Management
Maintaining satisfaction of key clients and increasing sales volume.
- Strategic Sales Planning
Designing and implementing sales strategies based on market analysis and client needs.

Languages

Arabic

English