

Tarek Mohamed El-Sebaey

Sales Representative

Profile

Experienced Sales Representative and Accountant with a strong background in direct sales and key account management. Skilled in negotiation, relationship building, and achieving sales targets. Extensive experience in retail and wholesale customer interactions, pre-sales operations, and market analysis.

Education

Bachelor's Degree in Accounting

Misr Higher Institute for Commerce and Accounting – Accounting and Business Administration Department
Graduation Year: 2018 | Grade: Good

Experience

Key Account Sales Representative – Ajlan & Bros Textile Company March 2023 – Present | Dammam, Saudi Arabia

- Managed key customer accounts and provided customized sales solutions.
- Achieved sales targets and increased revenue.
- Built and maintained strong customer relationships to enhance brand loyalty.
- Oversaw delivery processes, payment collections, and sales data analysis.

Key Account Sales Representative – Galaxy Chocolate (Mars Egypt) January 2021 – February 2023

- Developed sales strategies to increase market share.
- Presented promotional offers to key customers and ensured high satisfaction levels.
- Analyzed market and sales data to optimize performance.
- Implemented distribution plans and coordinated delivery operations.

Pre-Sales Order Representative – Galaxy Chocolate (Mars Egypt) August 2020 – December 2020

- Executed pre-sales strategies and analyzed customer demands.
- Negotiated quantities and prices to achieve sales objectives.
- Monitored product inventory and provided periodic reports.

Retail Sales Representative – Galaxy Chocolate (Mars Egypt) March 2020 – August 2020

- Strengthened relationships with retail stores and increased order volume.
- Introduced new products and ensured optimal market distribution.
- Managed payment collection and analyzed performance reports.

Delivery Sales Representative (DDR) – Galaxy Chocolate (Mars Egypt) January 2020 – March 2020

- Ensured accurate and timely product deliveries.
- Maintained adherence to delivery schedules and provided excellent customer service.



+966 0542139050

Tarekelsebaey33@gmail.com

Dammam, Saudi Arabia

Personal Data

Nationality: Egyptian
Date of birth: March 1, 1995
Holds a private driving license
(Egyptian and Saudi)

Courses

ICDL – Computer Skills Certification
Human Development Course (2018)
English Language Course (2018)

Skills

- Sales & Marketing
- Customer Relationship Management (CRM)
- Sales Data Analysis
- Negotiation & Persuasion
- Planning & Organization
- Computer Skills & Microsoft Office Proficiency
- Market Analysis & Identifying Sales Opportunities
- Effective Communication
- Teamwork & Collaboration
- Time Management & Task Organization
- Strategic Thinking

Languages

- Arabic: Native
- English: Proficient