

Mahmoud G...ntative - CV

Sales Representative

Phone: (+20) 109 440 9495 | Address: Dumyat - Egypt

Email: 00

LinkedIn: <https://www.linkedin.com/in/mahmoud-gebril-451931240/>

PROFISSIONAL SUMMARY

Sales Specialist with 10+ years of experience in retail and field sales, business development, and branch management. Began career in retail sales (2016–2018), progressed to Sales Supervisor and Branch Manager, and currently focus on field sales and external marketing. Proven ability to develop sales strategies, manage teams, exceed revenue targets, and drive business growth across apparel, accessories, and FMCG. Skilled in customer relationship management, negotiation, and market expansion, with strong computer literacy and intermediate English proficiency.

KEY SKILLS

Technical Skills:-

- Retail & Field Sales Operations
- Business Development & Branch Management
- Customer Relationship Management (CRM)
- Data Reporting & Analysis (Power BI, SQL, Excel)
- Microsoft Excel, Word, PowerPoint, Outlook

Soft Skills:-

- Decision Making
- Leadership & Team Motivation
- Cultural Sensitivity
- Negotiation & Persuasion
- Student Engagement &

Motivation

- Sales Target Achievement & Reporting
- Market Analysis & Expansion Strategies
- Attention to Detail
- Customer-Centric Mindset

WORK EXPERIENCE

• Field Sales & Marketing Specialist

• Egypt | 2022 – Present

- Key Responsibilities

- Promoted products directly to clients, achieving 100–110% of monthly targets.
- Negotiated contracts and payment terms with customers, securing long-term partnerships.
- Maintained strong client relationships, ensuring repeat business and expanding referral networks.
- Collected market insights and competitor analysis to inform sales strategies and identify growth opportunities.
- Prepared regular sales reports and forecasts for management review.
- Negotiated contracts, pricing, and payment terms with B2B and B2C clients, securing repeat business and boosting revenue.

- Expanded customer base by 30% through field visits, prospecting, and building long-term client relationships.

• Branch Manager

• Egypt | 2020 – 2022

- Key Responsibilities

- Directed overall branch operations, overseeing sales, staff management, and customer engagement.
- Developed and executed local marketing campaigns, resulting in 20% growth in branch revenue.
- Managed inventory and coordinated with suppliers to ensure stock availability and cost efficiency.
- Conducted regular performance evaluations, coaching staff to improve productivity and sales techniques.

• Sales Supervisor

• Egypt | 2019 – 2020

- Key Responsibilities