

Hossam Hassan

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Professional Summary

Sales professional with over 6 years of experience in B2B sales, client management, and team leadership. Proven ability to develop strategic sales plans, expand market presence, and exceed revenue targets. Seeking a challenging role in a dynamic organization where I can utilize my expertise in sales strategy, customer engagement, and team development to drive business growth and ensure long-term success.

Key Skills

Sales Management Skills

Sales Strategy | Market Expansion | Revenue Growth | Client Acquisition | Account Management | Lead Generation | Sales Pipeline Management | Contract Negotiation | Brand Positioning | Sales Forecasting | Digital Marketing | Campaign Management | Product Promotion | Project Planning | Resource Allocation | Risk Assessment | Budget Management | Stakeholder Communication | Agile Sales Management | Data Analysis | Sales & Marketing Integration | Business Development | Client Relationship Management | Customer Retention | CRM Implementation | Key Account Management

Soft Skills:

Team Leadership | Cross-Functional Team Management | Sales Training & Development | Conflict Resolution | Strategic Planning | Decision Making | Motivational Skills | Team Building | Performance Evaluation | Effective Communication | Presentation Skills | Negotiation | Public Speaking | Reporting | Collaboration | Analytical Thinking | Creative Solutions | Problem-Solving | Process Improvement | Critical Thinking | Emotional Intelligence | Time Management | Adaptability

Technical Skills:

Microsoft Office Suite (Word, Excel, PowerPoint) | CRM Systems (Salesforce, Zoho CRM) | Market Research Tools | Sales Reporting & Analysis

Professional Experience

Sales Supervisor | Isupply | September 2024 - Present

- Led and motivated a team of sales representatives to consistently exceed monthly and quarterly sales targets.
- Identified new market opportunities and devised strategies to expand market share and enhance customer retention.
- Negotiated high-value contracts with top clients, ensuring sustainable, long-term partnerships.

Senior Sales Representative | Isupply | September 2023 - September 2024

- Managed key accounts, maintaining strong client relationships and ensuring high satisfaction levels.
- Delivered tailored sales presentations to secure new business opportunities and drive revenue growth.
- Mentored and coached junior sales staff, resulting in improved sales techniques and overall team success.

Sales Representative | Isupply | September 2022 - September 2023

- Developed and maintained relationships with key clients, delivering personalized service to meet their needs.
- Executed targeted sales pitches and presentations to win new clients and close deals.
- Provided support and insights to junior team members, contributing to their professional development

Business Owner | Retail Market | March 2018 - Augst 2022

- Managed key accounts and developed strong relationships with major clients.
- Executed B2B sales presentations and negotiations to secure new business.
- Trained junior sales representatives, improving overall team performance.

Pharmacist Assistant - Al-Rakhawi Pharmacy | March 2008- January2018

- Assisted customers in selecting medications and provided consultations on usage and side effects.
- Managed patient records, insurance information, and processed payments.
- Worked closely with pharmacists to ensure accurate medication dispensing.

Educations

Bachelor of Commerce, Accounting Department, Ain Shams University 2013

Certifications

- Financial Accounting and General Tax Course, RS Company
- Selling Skills Course, ZAT

Languages

- **Arabic:** Mother Tongue
- **English:** Fluent