

MOHAMED SADEK ABD ELMONSEAF MOHAMED

CONTACT



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SKILLS

- Staff training
- Product merchandising
- Target achievement
- Retail marketing
- Knowledge of erp systems
- Computer expertise
- Market analysis
- Time management efficiency
- Direct and channel sales

LANGUAGES

English: B2

Upper Intermediate

Results-oriented Sales Representative with more than 11 years of progressive experience in quota-driven environments. Driven, proactive, and innovative marketer highly proficient in managing high lead loads.

EXPERIENCE

September 2021 - Current

Sales Representative *ghandour company*, jeddah, western

- Cultivated long-term relationships with clients to accurately quote prices and terms, achieving customer objectives.
- Grew customer base by acquiring new customers and identifying needs to deliver relevant products.
- Cold-called prospective customers to build relationships.
- Highlighted financial discrepancies and interfaced with customers to resolve problems and meet diverse needs.
- Negotiated and closed deals with minimal required support from sales and finance managers.
- Boosted client retention, establishing sales goals and securing targeted rates.
- Analysed sales performance data to identify trends and areas for improvement, leading to a 15% increase in efficiency.
- Achieved top sales representative status in the region by consistently surpassing quarterly sales targets.
- Prepared detailed sales reports for senior management, highlighting achievements and forecasting future trends.
- Chased overdue payments and distributed invoices for up-to-date accounting.

April 2016 - June 2021

Sales Representative *ABULJADAYEL BEVERAGES COMPANY*, JEDDAH & MAKKAH, WESTERN

- Addressed customer questions, problems and complaints in person and via phone to maintain positive relationships and support smooth communications.
- Grew customer base by acquiring new customers and identifying needs to deliver relevant products.
- Boosted client retention, establishing sales goals and securing targeted rates.
- Organised and hosted product demonstrations at trade shows, significantly enhancing brand visibility.
- Delivered exceptional customer service, resolving queries and complaints swiftly to maintain high satisfaction levels.
- Achieved top sales representative status in the region by consistently surpassing quarterly sales targets.
- Negotiated contracts with prospective clients, securing favourable terms that maximised profit margins.
- Kept robust records of transactions, insurances and payments.
- Consistently achieved or surpassed sales targets.

February 2013 - January 2016

Sales Representative *HARVEST FOODS -EGYPT*, CAIRO - GIZA, EGYPT

- Addressed customer questions, problems and complaints in person and via phone to maintain positive relationships and support smooth communications.
- Cultivated long-term relationships with clients to accurately quote prices and terms, achieving customer objectives.
- Grew customer base by acquiring new customers and identifying needs to deliver relevant products.
- Shared comprehensive brand and product knowledge to maximise sales.
- Maintained productive relationships with existing customers through exceptional follow-up after sales.
- Boosted client retention, establishing sales goals and securing targeted rates.
- Negotiated customer pricing within agreed guidelines to achieve margin targets.
- Developed a comprehensive client database, streamlining the sales process and improving client management.
- Cultivated strong client relationships, leading to a 20% increase in repeat business within one year.
- Maintained comprehensive brand and product knowledge to maximise sales opportunities and meet set targets.
- Established clear communication channels with clients, keeping them informed about new products and services.
- Demonstrated strong communication and time management skills to meet and exceeded sales targets.
- Resolved customer issues and complaints with quick-thinking problem-solving.

EDUCATION

2019

Certificate of Higher Education FACULTY OF LAW
BENHA UNIVERSITY, BENHA

HOBBIES AND INTERESTS

- READIG
- SWIMMING
- SOCIAL MEDIA

DRIVING LICENCE

- Category B1