



Abdallah shehata

Sales man (Exhibition official)

CONTACT

 Address

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SKILLS

- Exhibition management
- Persuasion
- Negotiation
- Customer service
- Fast Learning

LANGUAGES

Arabic

English (advanced)

HOBBIES

- Horse riding
- Driving
- Reading

EDUCATION

Bachelor of law, zagazig University,
Egypt

Year of graduation 2012

Valid Transferable iqama

Valid Driving licence

PROFILE

Dynamic sales man with more than 7 years of experience in sales. Strong business development, negotiation and persuasion skills. high ability to achieve sales targets and significantly increase revenue. Results oriented, motivated and focused on customer satisfaction.

PROFESSIONAL EXPERIENCE

Sales coordinator, engosoft training center, Riyadh July 2017 – June 2018

* Responsible for planning and selling a group of courses such as pmp, primavera, osha30, firefighting systems

* Implement and develop sales strategies to meet and exceed monthly and annual sales goals.

* Arranging lecture schedules, halls, and arranging introductory lectures with trainers

* Building strong relationships with current and potential trainees and attracting them to participate in full courses and diplomas

* Search for trainers, conduct interviews with them, and submit the report to management, while attending agreements and contracts

* Preparing sales reports and analyzing performance

Mini market Sales Representative, Rema, Riyadh August 2018 – May 2021

* Managing a group of clients, developing, and opening commercial markets And new clients within the geographical area assigned to us

* Providing products and services to potential customers in a comprehensive manner that demonstrates the value of the product and the extent to which they will benefit from it

* Successfully negotiate sales and collection terms and conclude contracts.

* Cooperating with internal teams to ensure optimal workflow, gaining customer satisfaction, and effectively helping to increase sales of our products at the sales outlets that deal with us and solving any problems.

* Achieve and exceed assigned sales goals.

Exhibition official, sleepline, buraydah June 2021 - Now

* Welcoming existing and potential clients, giving customers enough space to express their needs, then asking some questions to gain insight into what the customer specifically needs.

* Nominate products that meet the customer's need, explain the value of those products, explain the specifications, respond to the customer's inquiries regarding specifications, warranty, and after-sales service.

* Making manufacturing requests according to the specifications required by the customer, reviewing them with him, then sending them to the production department

* Writing a journal for the accounts department before closing, explaining cash payments, visa and bank transfers, and making exchange vouchers using the accounting program.

* Meeting all needs of the exhibition and closing the expenses at the end of each month attached to the invoices and issuing bills of exchange for them from the accounting program.