

AHMED IBRAHIM

+0557806124 | ahmed.ibrahim555.2023@gmail.com | JEDDAH | SAUDI ARABIA
NATIONALITY: EGYPTIAN

PROFESSIONAL SUMMARY

Results-driven **Sales & Branch Management Professional** with 5+ years of experience increasing revenue (15-45% growth), leading teams (8+ associates), and optimizing inventory (50% faster replenishment). Expert in B2C/B2B sales, CRM systems, and data-driven decision-making.

AREA OF EXPERTISE

- Sales Strategy & Target Achievement
- Client Consultation
- Upselling & Cross-Selling Techniques
- Team Leadership & Collaboration
- Product Knowledge & Brand Promotion
- Stock Management & Inventory Control

PROFESSIONAL EXPERIENCE

Property Consultant

link for real estate | May 2023 – May 2025

- Consult with clients on effective home selling strategies to maximize value and minimize time on the market.
- Conduct property tours and attend open houses to showcase properties to potential buyers.
- Guide clients through the negotiation process to achieve optimal outcomes.
- Stay informed about local real estate market trends and industry best practices.
- Maintain accurate and up-to-date property listings.
- Secure exclusive listings to expand the property portfolio.
- Provide clear and informative answers to client inquiries regarding contracts and terms of sale.

Branch Manager

Abdel Fattah Khalifa Sons Co | May 2022 – May 2023

- Revenue Growth: Led 8 associates to exceed regional sales by **15%** through coaching and KPI tracking.
- Supply Chain: Reduced stock replenishment time by **50%** by streamlining factory coordination.
- Team Leadership: Trained **25+ hires**; **80%** hit targets within 3 months.

Sales Agent

Abdel Fattah Khalifa Sons Co | Jan 2020 – May 2022

- Top Performer: Ranked #1 for **4 quarters**, surpassing targets by **15-45%** via upselling.
- Customer Satisfaction: Maintained **90%+ rating** through proactive issue resolution.

EDUCATION

BBA in Accounting | Arab Academy for Science, Technology & Maritime Transport

EXTRA COURSES : English course powered by AAST.

KEY ACHIEVEMENTS

Sales Leadership – Led a team of 8 sales associates to exceed regional sales benchmarks by 15%, driving consistent revenue growth.

Supply Chain Efficiency – Reduced stock replenishment time by 50% through improved factory coordination, minimizing lost sales.

Team Development – Successfully trained 25+ new hires, with 80% achieving sales targets within 3 months of onboarding.

Top Sales Performer – Ranked #1 for 4 consecutive quarters, exceeding monthly sales targets by 15-45%

Inventory Management – Reduced out-of-stock losses by monitoring inventory and initiating urgent factory replenishment

SKILLS

Sales Strategy | Team Leadership | Inventory Management | CRM/ERP Systems | Excel (VLOOKUP, Pivot Tables) | B2B/B2C Negotiation

LANGUAGES

Arabic (Native) | English (Upper Intermediate)

REFERENCES

Available upon request

