

Sayed Mohammed

Riyadh

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Accomplished sales professional with over 7 years of experience in retail and B2B environments. Known for consistently exceeding sales targets, building strong client relationships, and driving business growth. Skilled in negotiation, product presentation, and closing high-value deals. A confident communicator and team player with a strong customer service focus.

Willing to relocate: Anywhere

Personal Details

Birth Date: 1997-11-18

Eligible to work in Saudi Arabia: Yes

Industry: Customer Service, Real Estate, Retail, Sales

Work Experience

Sales Representative

Pan Home (Olaya Branch)-Riyadh

April 2024 to Present

- Greet customers as they enter the showroom and provide assistance in a professional, friendly manner.
- Understand customer needs and offer appropriate furniture, décor, and home accessory solutions.
- Demonstrate in-depth knowledge of product features, pricing, materials, and availability.
- Upsell and cross-sell related products to increase order value.
- Maintain visual merchandising standards and ensure the store is clean and organized.
- Process transactions accurately through POS systems.
- Follow up on customer inquiries and ensure satisfaction after purchase.
- Help manage stock levels, product displays, and floor inventory.
- Meet or exceed individual and team sales targets.
- Stay informed about current promotions, new arrivals, and market trends.

Automotive Sales Consultant

Toyota Egypt-Cairo

2022 to 2024

- Greet customers and identify their needs through effective communication.
- Guide customers through the vehicle selection process based on their preferences, needs, and budget.
- Conduct vehicle demonstrations, test drives, and feature explanations.
- Provide in-depth product knowledge for all available vehicles (including new and pre-owned).
- Explain financing options, warranties, trade-ins, and additional products or services.
- Build and maintain long-term relationships with customers to encourage repeat business and referrals.
- Meet or exceed individual and team sales targets.
- Stay up to date on inventory, market trends, promotions, and new vehicle models.

- Maintain accurate records of customer interactions, sales, and follow-ups using the dealership's CRM system.
- Collaborate with the finance and service departments to ensure a smooth customer experience.

Real Estate Consultant

Talaat Mostapha Group-Cairo

August 2020 to September 2022

- Assist clients in the buying, selling, and leasing of residential or commercial properties.
- Provide expert advice on market conditions, prices, mortgages, legal requirements, and related matters.
- Negotiate prices and terms between buyers and sellers.
- Prepare and review necessary documentation and contracts.
- Coordinate with legal, financial, and construction professionals as needed.
- Achieve monthly and quarterly sales targets.
- Build and maintain long-term client relationships.

Sales And a Customer Service Representative

Azadea Group (Bershka)-Cairo

June 2018 to July 2020

- Welcome and assist customers in a friendly and engaging manner.
- Achieve and exceed sales targets through active customer engagement and product knowledge.
- Stay informed on current collections, trends, and promotions to assist customers effectively.
- Support the visual team in keeping the store aligned with Bershka's image and seasonal trends.

Receptionist

Holiday Inn Citystars IHG-Cairo

March 2017 to April 2018

- Greet and welcome visitors, clients, and staff in a professional and courteous manner
- Answer and direct phone calls using a multi-line phone system
- Handle incoming and outgoing mail, packages, and deliveries
- Maintain a clean and organized reception area
- Schedule appointments and manage meeting room bookings
- Perform basic administrative tasks such as data entry, filing, photocopying, and scanning
- Assist with document preparation, reports, and correspondence
- Maintain visitor logs and issue visitor passes as needed

Education

Faculty of arts English Department (Bachelor's Degree)

Cairo University-Egypt

September 2016 to November 2020

Skills

- Communication skills Customer service Teamwork and collaboration Problem-solving Time management Adaptability Attention to detail DependabilityMicrosoft Office (Excel, Word, PowerPoint)Sales techniques (B2B/B2C, upselling, cross-selling) Data analysis or reporting Inventory management Digital marketing basics (SEO, social media, email marketing) (5 years)

