



MOHAMED ISMAIL

SENIOR SALES
REPRESENTATIVE

📞 0589502599

✉ m.hegazy.mh48@gmail.com

📍 Abu Dhabi, UAE

Birth Date
01/06/1991

Nationality
Egyptian

SKILLS

Strong Leadership Skills.

Ability To Effectively Teach/Develop Others To Next Level.

Good Merchandising Skills And A Flair For Conceiving And Implementing Creative Merchandising Themes.

• Strong Operations Experience In Receiving, Stock And Inventory As Well As Front-End Management And Office Management.

Ability To Organize And Prioritize Multiple Tasks In A Fast-Paced Environment.

Strong Interpersonal, Motivational, Communication And Organizational Skills.

The Ability To Provide "A Breed Apart" Level Of Customer Service.

PROFILE

Seeking challenging career where my acquired skills and education will get maximized to the best of my abilities to associate with an organization where there is ample scope for organizational growth as well as scope for development of the individual

EDUCATION

Accountant, Ain Shams University

Cairo, Egypt | 2008 September – 2012 July

EMPLOYMENT HISTORY

Sales Representative , Atasay

Abu Dhabi | 2019 October – Present

1. Conduct market research to identify selling possibilities and evaluate customer needs
2. Actively seek out new sales opportunities through cold calling, networking and social media
3. Set up meetings with potential clients and listen to their wishes and concerns
4. Prepare and deliver appropriate presentations on products and services
5. Create frequent reviews and reports with sales and financial data
6. Ensure the availability of stock for sales and demonstrations
7. Participate on behalf of the company in exhibitions or conferences
8. Negotiate/close deals and handle complaints or objections
9. Collaborate with team members to achieve better results
10. Gather feedback from customers or prospects and share with internal teams

Assistant Store Manager, 7C's JEWEL CORNER

Abu Dhabi | 2018 March – 2019 September

1. Lead customers through the buying process by boxing, wrapping and bagging their purchases.
2. Assist the cashier by providing pricing information according to weight (in cases of gold and silver jewelry) and processing cash and credit card transactions.
3. Educate customers about warranties and guarantees of sold pieces and ensure that all documentation is included with the bagged product.
4. Send out thank you notes to customers and keep them in the loop regarding new arrivals.

LANGUAGES

Arabic

English

- 5. Arrange window displays on a regular basis and ensure that all displays are properly locked and secured.
- 6. Ascertain that all pieces of jewelry are locked up in assigned storage palaces at the end of the day Senior Sales.

Senior Sales Representative, AL MANA LIFE STYLE

Abu Dhabi | 2016 August – 2018 February

- 1. Greet customers as they arrive at the store / counter and ask them how they would like to be assisted.
- 2. Listen to customers’ requirements closely and provide them with information on available pieces and sets.
- 3. Show customers their desired pieces and provide information such as setting types, stones and cuts.
- 4. Provide customers with information on prices and any associated discounts or deals.
- 5. Assist customers in making decisions to buy jewelry pieces or sets and suggest alternatives and complementing pieces with clothes and other accessories.

Direct Sales, OSN

Abu Dhabi | 2016 January – 2016 July

- 1. • To sell, renew and upgrade OSN packages, providing customers with a wide range of product knowledge, packages and programming options to serve their viewing needs.
- 2. Must achieve monthly individual targets assigned by Line Manager.
- 3. • To follow up on potential customers and aim to up-sell higher packages to existing customers.
- 4. To ensure set KPI’s are achieved by implementing and adhering to business rules and requirements.
- 5. To complete customer subscription contracts in detail and pass to relevant parties to process.
- 6. Responsible to maintain the general housekeeping of each sales counter.

Store In charge, Apparel Group

Abu Dhabi | 2012 March – 2015 December

- 1. Ensures availability of merchandise and services by approving contracts; maintaining inventories.
- 2. Formulates pricing policies by reviewing merchandising activities; determining additional needed sales promotion; authorizing clearance sales; studying trends.
- 3. Markets merchandise by studying advertising, sales promotion, and display plans; analyzing operating and financial statements for profitability ratios.

- 4.** Secures merchandise by implementing security systems and measures.
- 5.** Protects employees and customers by providing a safe and clean store environment.
- 6.** Completes store operational requirements by scheduling and assigning employees; following up on work results.
- 7.** Maintains store staff by recruiting, selecting, orienting, and training employees.
- 8.** Maintains store staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results.
- 9.** Achieves financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- 10.** Identifies current and future customer requirements by establishing rapport with potential and actual customers and other persons in a position to understand service requirements.

COURSES

English Course, Ministry Of Defense Language Institute

2008 January – 2010 December

Marketing & Communication Skills, Sanofi Avenant

2009 May – 2010 January