

MOHAMED MAHFOUZ MOHAMMED

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VISA STATUS: RESIDENCE VISA



PROFILE SUMMARY

To contribute the best of myself at every step of organizational, resulting in the holistic development of self & my coveted work place, all with due respect to my organizational & personal integrity. Always looking forward to the most unconventional challenging assignments and spearheads the same to success.

SKILLS AND CAPABILITIES

- Successful customer service / administration responsibilities with a specialization in the services sector
- Competent with the Microsoft suite of applications.
- Proven ability to budget time, performing under stress, following instructions, adapt quickly to change, and follow through on assignments.
- Possess strong interpersonal, communication, and organizational skills, along with excellent people management skills and interact well with staff and management at all levels.

CAREER PROFILE

Carrefour Abu Dhabi, UAE *Sales Representative*

2017 – Present

- Listening to customer requirements and presenting appropriately to make a sale
- Maintaining and developing relationships with existing customers in person
- Negotiating the terms of an agreement and closing sales
- Representing their company at trade exhibitions, events and demonstrations
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Provides historical records by maintaining records on area and customer sales.

Ministry of Finance, Kuwait *Administrative officer*

2015 – 2016

Ministry of Finance, Kuwait *Data entry*

2014 – 2015

Al Twaik International services, Kuwait

Security officer

2011 – 2014

El Menia Court, Egypt

Lawyer

2010 – 2011

Qualifications:

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends

EDUCATION:

Bachelor of law, Beni Sewaif University (Egypt) Faculty of law 2006

PERSONAL PROFILE

Birth date : June, 1983

Civil Status : Married

Languages

Arabic (Native Language)

English (Very Good)

I hereby certify that the above information is true and correct to the best of my knowledge and belief. I assure that I will be in-charge in my responsibilities to the utmost satisfaction of my superior if given an opportunity to serve in your organization.

Mohamed. Kassim

Applicant