

SAIED MOHAMED SAKR

- Email: saiedsagr1@gmail.com
- Mobile: +971 56 990 7191
- Driving License: UAE
- Driving License: Egypt



Objectives:

Interested in joining an organization where I will have enough opportunity to acquire knowledge and information in order to give my best, to be an active, excellent employee and to express and develop my professional skills for the mutual benefit of the company and myself, I want to bring novel and noble things to the table, for I believe in how much I can give to the organization rather than how much the organization can give me.

Education:

- Institute of Computer & Information Systems and Business Administration 2017
- Total Grade: Good

Training and Courses:

- English course in New Horizons.

Working Experience:

1-

Senior Sales

Company: Falcon Pack **UAE**

From 2019 - Till Now



Responsibilities:

- ❖ Responsible for promoting and selling the products and solutions provided by the company, as well as providing after-sales services to customers inside the exhibition.

- ❖ Customers must be informed of the latest offers and actively participate in sales increase activities inside the exhibition, in addition to following up on inquiries related to sales via phone or e-mail, as well as maintaining customer relationships. And its development by providing specialized support services, and care must be taken to know all information related to products and effectively communicate them to customers, as well as appropriate offers and new products in the exhibition, and to prepare all transportation requests necessary for stock replenishment.

2-

Sales executive

Company: sira, ranin centers **Egypt**

From 2016 – 2018



Responsibilities:

- ❖ Conducting market research and studies, determining sales possibilities, and evaluating customer need.
- ❖ Searching for new sales opportunities by communicating with customers by phone and social networks.
- ❖ Prepare meetings with potential clients and listen to their wishes and interests.
- ❖ Preparing and presenting appropriate presentations on products and services.
- ❖ Create periodic reviews and reports with sales and identify financial statements.
- ❖ Participation on behalf of the institution in important exhibitions or conferences.
- ❖ Negotiating and completing sales operations, dealing with complaints and providing appropriate solutions.
- ❖ Collaborate with the work team to achieve better results.
- ❖ Collect feedback from customers and share it with the organization's Work team.

3-

Sales Out Door

Company: Nestle Egypt

From 2015 to 2016



Responsibilities:

- ❖ Interviewing clients and conducting direct sales.
- ❖ Forecasting sales, developing sales strategies and models, and evaluating their effectiveness.
- ❖ Assess clients and their needs and build strong relationships with clients. Meet personal sales goals and business team goals.
- ❖ Conducting research, monitoring and following up on sales.
- ❖ Attend important meetings, events and training courses to keep abreast of the latest developments.

- ❖ Generate reports and provide feedback to management using statistical data.
- ❖ Maintain customers and expand customer database within the area he works on

Computer knowledge:

- ✓ Professional of Microsoft Office Programs (PowerPoint, Excel, Word, Outlook)
- ✓ Ability to work with many Windows operating systems.
- ✓ Microsoft office.
- ✓ Good in Data Entry.
- ✓ Excellent handling of the CRM system.
- ✓ Perusal in World Wide Web.

Personal Skills:

- Good in ability to convince customers and get the best deals.
- Understand customer needs and achieve the sales goals set by the company.
- Self-learning ability, (Ability to understand, learn new activities.
- Ability to work under pressure.
- Excellent communication and presentation skill and ability to work within a team.
- Fast learning and passion for development and creativity.

Personal Information:

- Nationality: Egyptian
- Birth Date: 09 / 09 / 1995
- Gender: male
- Marital Status: single

LANGUAGES:

Arabic-Native
English-Very Good