



Ragab Abbas

Sales Executive @ Renault Al Masaood Automobiles
Abu Dhabi Emirate, United Arab Emirates

Contact

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Top Skills

Cold Calling · Problem Solving ·
Sales & Marketing ·

New Business Development

Languages

Arabic (Native or Bilingual)

Urdu (Limited Working)

English (Full Professional)

Certifications

Tourism and hoteling sciences
computer & Cambridge English
course

Summary

Dedicated automotive sales professional with more than 8 years of experience in brand new vehicles. Extensive knowledge of cars, including a diverse range of makes and models. Skilled negotiator who continually transforms leads into customers, including walk-ins and ecommerce prospects. Professional team player willing to assist team members in making sales to reach the business goals of the dealership. Excellent customer service skills to make buying cars an excitement experience for the customers.

Experience

Al Masaood

Sales Executive

July 2020 - Present (2 years 7 months)

Abu Dhabi, United Arab Emirates



Understands automobiles by studying characteristics, capabilities, and features.

Cultivates buyers by maintaining rapport with previous customers and suggesting trade-ins.

Turns customers into buyers by matching them with their ideal car.

Qualifies buyers by understanding their requirements and interests and matching these interests to various car models.

Demonstrates vehicle features and takes customers on test drives.

Demonstrates automobiles by explaining warranties and services.

Closes sales by overcoming objections, asking for sales, negotiating prices, and completing sales and purchasing contracts.

Provides sales management information by completing reports.

Assists with the setup of the showroom and displays.

Updates job knowledge by participating in educational opportunities and reading professional publications.

Enhances dealership reputation by accepting ownership for accomplishing new and different requests.

Rak Motors

Retail Sales Executive

July 2019 - July 2020 (1 year 1 month)

Ras al Khaimah, United Arab Emirates



Union Motors

Sales Executive

March 2016 - 2018 (2 years)

Dubai, United Arab Emirates



Malabar Group of Companies

Sales Associate

February 2014 - March 2016 (2 years 2 months)

Dubai, United Arab Emirates



- *Building relationships and note down my customer details in my personal notebook as well the store system.
- *Offering face to face advice to customers on the store's products.
- *Maximizing store revenue by suggesting add-ons to customers.
- *Occasionally being responsible for the store's security including being its key holder.
- *Using the stock management system to log, check, locate and move stock both in and out of the store
- *Making sure that any item which is removed from a display column is replaced immediately after a sale.
- *Managing cash and payment systems in accordance with company procedures and policies.
- *Over-all in charge for (4) brand marketing plan, branding, events and campaign creation resulting for lead generation and increasing brand awareness.
- *Reporting directly to Chairman and Deputy General Manager in presenting various reports of the marketing department – (i.e Sales and Marketing Report, campaign Result, Overall Plan and strategy for the whole year.

B-TECH TRADING LTD

Sales Assistant

January 2010 - February 2014 (4 years 2 months)

- Have clientele knowledge and able to build relationships easily.
- Always looking for innovative ways to generate customer enquiries.
- Encouraging customers to sign up for the customer database.
- Extensive knowledge of shop security measures.

Education

Cairo University

Bachelor of Business Administration - BBA, Business Administration and Management, General · (2010)

Applied Institute of Maadi

diploma, Role in computer science, And the art of high hospitality · (2009 - 2011)

high school

high school · (2006 - 2007)