

AHMED MOHAMED ESSAM ZAKI



CONTACT

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PERSONAL DETAILS

Date of Birth: 1st, May1987.

Gender: Male

Home Address: Madinaty,
Cairo, Egypt.

Marital Status: Married

Nationality: Egyptian

LANGUAGES

Arabic – Fluent

English – Fluent

OBJECTIVE

I'd be honored to develop a professional career within a respectable organization where I can sharpen my skills & competencies by achieving challenging goals & implementing latest technology within the field. Driven to lead sales teams to achieve record-setting revenue gains. Manages accounts, generating more revenue to the Company. Talented sales professional effective at multi-tasking and reaching sales targets. Builds loyalty and long-term relationships with customers.

WORK EXPERIENCE

05/2018 - Present

Outdoor Sr. Sales Executive Falcon Pack LLC UAE

- Establish operation strategy in a team for improving sales
- Prepare data and information for making regular report data analysis
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
- Recorded accurate and efficient records in the customer database.
- Wrote sales contracts for orders obtained and submitted orders for processing.
- Contacted new and existing customers to discuss how their needs could be met through specific products and services.
- Prospected and conducted face-to-face sales calls with business executives and directors throughout assigned territory.
- Consulted with businesses to supply accurate product and service information.

02/2017 – 05/2018

Customer Data Analyst in Axiom Telecom UAE

- Composed Java program for interfacing with Oracle database
- Performed data analysis especially financial data
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- Prepares for customer inquiries by studying products, services, and customer service processes.
- Records customer inquiries by documenting inquiry and response in customers' accounts.
- Improves quality service by recommending improved processes; identifying new product and service applications.
- Accomplishes customer service and organization mission by completing related results as needed.

02/2017 – 05/2018

Sr. Sales Executive in Auto Samir Al Rayan

- Contacted new and existing customers to discuss how their needs could be met through specific products and services.
- Attended sales training camp and brought best practices leadership back to the company.
- Increased regional market share by 100% within before end of the months. Kept detailed records of daily activities using online customer database.
- Maintained knowledge of current sales and promotions, policies.

03/2012 – 12/2015

Account Manager in Orange, Telecom Egypt

- Manages and Provide proper information to customers with complete and comprehensive understanding of Orange products, services, policies and procedure.
- Respect and apply company vision and values.
- Contribute to the increased sales of Orange products and services as a Manager.
- Diffuse problems and provide relevant feedback to the proper

EDUCATION

2006 - 2011

Bachelor Degree of Science in Commerce major in Accounting, Ain Shams University Egypt

- Award for academic achievement in Economics Forum in Egypt
- Coursework in international business, finance and accounting

May 2007

Certified as Data Analyst, Data Analyst Certification, Ain Shams University Cairo

ADDITIONAL SKILLS and Information

- Driving licensed issued in UAE.
- Excellent customer relationship in B2b sales skills. Database operation: Microsoft Office Access, Oracle 8i
- Website Optimization using system of billing via Oracle and Universal System (Oracle, BCSX, Citrix, CBCM, CIM)
- Trained in marketing management, Sales Planning and Growth finished professional MATCHED training.
- Excellent Communication skills both Verbal and Written in Arabic and English.
- Knowledge in Minor programming and accounting

REFERENCES

I hereby certify that all the information is true and correct to the best of my knowledge. References available on request the company,