

HosamAldin Mohamed Musa

Phone: +971581619437

Email: Hussammusa07@gmail.com

Address: UAE, Ajman

Summary

Highly motivated and results-oriented Sales Professional with 5+ years of experience exceeding sales targets and building strong customer relationships in Sudan. Proven expertise in identifying leads, pitching solutions, and closing deals within diverse industries. Excellent communication, negotiation, and relationship-building skills with a customer-centric approach. Seeking a challenging Sales position within a reputable organisation to leverage expertise and contribute to sustainable growth.

Keywords: Sales, Account Management, Customer Relationship Management, Lead Generation, Cold Calling, Negotiation, Business Development, Microsoft Office Suite, CRM Software, UAE Market, Arabic (Fluent), English (Conversational).

Experience

Sales Supervisor

october 2018 - april 2023

4 Point- Sudan

Main duties :

team management :

- Recruiting, hiring, and onboarding new salespeople.
- Providing sales training and coaching to improve individual and team performance.
- Motivating and empowering the sales team to achieve goals.
- Monitoring and evaluating individual and team performance metrics.
- Addressing performance issues and providing feedback to improve results.
- Building and maintaining positive relationships with team members.

Sales Operations :

- Developing and implementing sales strategies and tactics.
- Setting sales quotas and goals for the team.
- Identifying and qualifying sales leads.
- Managing the sales pipeline and forecasting sales.
- Analysing sales data and reporting on performance metrics.

Customer Relationship Management :

- Building and maintaining positive relationships with key customers.
- Handling customer complaints and resolving issues.
- Negotiating contracts and deals.
- Providing excellent customer service and support.

Administration :

- Preparing reports and presentations.
- Managing budgets and expenses.
- Maintaining accurate sales records and documentation.
- Complying with company policies and procedures.

Sales Representative

Feb 2014-october 2018

Trans Africa For Investment And Distribution CO. LTD., Sudan

Main duties:

- Collaborate with the sales team to develop and implement data-driven sales and pricing strategies that maximise revenue and profit margins.
- Analyse competitor activity and develop counter-strategies to maintain market competitiveness.
- Conduct successful cold calling campaigns via phone and in-person visits to generate new leads and secure meetings with potential clients.
- Represent the company at trade shows and exhibitions, building brand awareness and generating sales opportunities.

Sales Representative

July 2013-february2014

ELMEHAD INTERNATIONAL CO. LTD. , Sudan

Key Responsibilities

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- Conducted in-depth market research and identified high-potential leads.
- Demonstrated exceptional communication skills.
- Collaborate with the sales team to develop and implement data-driven sales and pricing strategies.
- Successfully launched and promoted new products.

Education

2013 Omdurman ALahlia University

Diploma in the faculty of Human And Technological Development (Information Technology).

Skills

Communication, Relationship Building, Negotiation, Sales Process,Time Management, Problem-Solving, Data Analysis & Reporting, Product Knowledge,CRM systems.

LANGUAGES

Arabic, Native

