

Khaled Saleh

Sales Executive

18/11/1986

Married

License: KSA & Egyptian



Contact

Address

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Skills

Product demonstrations

Network development

Business Development

Closing sales

Making offers

Customer assistance

Languages

Driven Agent adept at monitoring and tracking potential leads and maintaining files aimed at expanding the book of business and securing additional revenue. Seasoned Sales Representative with exceptional success in business-to-business and business-to-consumer sales within multiple industries. Proven track record in exceeding sales goals, growing business, and expanding territories. Accomplished in overseeing day-to-day business operations and fostering relationships with customers and clients for sustained business growth.

Work History

Agent

2019-

Sutherland Global services, Alexandria, Egypt

2020-

- Organized and coordinated meetings and conference calls with various individuals.
- Quoted prices and credit terms to prepare sales contracts.
- Assisted callers to achieve organizational goals.

Sales Executive

2017-

Al-Ahram for packaging, Alexandria Egypt

2018-

- Presented products to clients using dynamic presentations and practical use-case scenarios
- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close

Assistant Sales Manager

2014-02 -

2017-04

National carton factory, Riyadh, KSA

- Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction ratings.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Led targeted training programs to educate staff on product benefits and service capabilities.
- Coordinated office operations and kept store in compliance with company standards.

English

Very Good

Arabic

Excellent

2012-
2014-

Sales Executive

National carton Factory, Riyadh, KSA

- Analyzed past sales data and team performance to develop realistic sales goals.
- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Presented products to clients using dynamic presentations and practical use-case scenarios.
- Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction ratings.

2010-
2012-

Sales Executive

Royal Fabrics, Alexandria

- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Presented products to clients using dynamic presentations and practical use-case scenarios.

Education

2004-09 -
2009-11

Bachelor of Social Science: Social Work

High Institute of Social Work - Alexandria

Interests

Economic news / Sports / Reading historical books

