

# KHALED GOMAA ABDULLAH

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Bachelor of Social Service, Delta Academy for Science and Technology, Mansoura, Egypt 2018

## SALES SUPERVISOR

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### CAREER OBJECTIVE

I worked as a sales supervisor, inside sales representative, outside sales representative, and associate sales representative early in my career. I loved the field of sales, I have the ability to study the labor market, and I have the capabilities and constant challenge to succeed in achieving the targeted sales goal I hope to succeed in working within a prestigious organization that I can benefit from and give it more effort and work through the experience I have gained in the field of sales.

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### PROFESSIONAL EXPERIENCE

#### Fantazzia Mattresses and Furniture Company

From 2015 to 2024

Nine years of work and experience at Fantazzia Company led me to obtain the positions of external sales representative, internal sales representative, and area supervisor as a result of commitment and effort at work and achieving the company's goals through my job role.

#### 2022 to 2024 / Supervisor of the main branches in Cairo and Assiut governorates

#### 2021 to 2022 / Supervisor of the main branches in Cairo Governorate

The company assigned me many tasks, including organizing branch stores, reducing their debt, and matching customer demand with product inventory. My team and I have successfully sold outdated and duplicate products in stores and tied branch supplies together to achieve the company's goal in the fastest time.

#### 2017 to 2021 / Branch Manager

Over the course of four years, I managed five main branches of the company. One of my top priorities was to create a strong customer base as one of the most important reasons for success.

#### 2015 to 2017 / Indoor sales employee

Organizing the showroom, receiving customers, implementing direct sales operations, receiving customer communications, following up on potential customers through various means of communication, and working to stimulate internal sales movement and achieve sales goals..

#### Functional tasks :

- Work to achieve the monthly target and follow up on the daily sales target
  - Develop a monthly and weekly plan to increase sales volume and achieve sales goals
  - Follow up on the delivery of customer order
  - Receiving customer communications and implementing sales operations through various means of communication
  - Constant attention to the branches' customer base is one of the most important reasons for success
  - Branch follow-up (sales-daily customer visits-accounts-branch inventory management-daily branch requests)
  - Receive inquiries related to the after-sales process and resolve them with the relevant department
  - Closing daily accounts, sending branch reports, and following up on the branches' monthly inventory
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### SKILLS

- Ability to use a corporate ERP system
- Ability to use POS
- Ability to use Word and Excel programs
- Use of computers and calculators
- Preparing reports and closing daily accounts
- Create and activate customer bases
- Study the market and develop sales plans
- Confronting problems and proposing solutions
- Customer service and telesales skills
- Product support and after-sales service skill
- Ability to communicate, negotiate and persuade
- Study the extent to which the targeted sales goal has been achieved
- The skill of listening and analyzing body language
- Number language skill
- Anticipate and study important customer questions