

AHMED ZAGHLOL

FMCG SALES SPECIALIST

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26/1/2000

Abu Dhabi

U.A.E, Egyptian



As a highly experienced and results-driven Sales executive with a strong background over 5 years in FMCG in UAE I bring a track record of successfully driving business growth through strategic partnerships and effective client management. I Cearet Sales Process, Ensure Efficiency, Build Customer Rapport, Strive for Continuous Product Feedback, and Resolve issues

Skills

- FMCG industry
- CRM System
- Negotiation Skills
- Customer Service
- sales strategies
- Microsoft office
- B2B Sales
- Team leadership

Languages

- Arabic
- English

Links

- linkedin

Educations

Certificate of Industrial High School Diploma ,

Experience

SALES EXECUTIVE - KEY ACCOUNTS

Al Ghaith general trading (FMCG), 08/2023 - Present, Abu Dhabi

Reporting into the Sales Manager and managing a team of 6 merchandisers, I take complete ownership of building and retaining the business in the region especially the top-tier accounts. Modern Trade, Wholesale

Key responsibilities:

- Identifying and qualifying customer needs, developing sales strategies, negotiations and closing profitable deals with an 85% success rate
- Analyze market needs, keeping a track of competitive brand activity and have an updated comparison on all brands to develop account strategies
- Increase accounts revenue and identify fresh business opportunities adhering to given budget structure
- Maintaining established merchandising standard including sales floor and promotional displays
- Identify account distribution, resolve void issues and promote price point integrity and involve with retail level parity at the headquarters
- Training merchandisers to develop requisite skills; conducting trainings on products, and closing skills and playing a pivotal role in training to bring the General Sales team up to speed

STORE SUPERVISOR - (FMCG)

ALMAYA SUPERMARKET, 03/2020 - 07/2023, Abu Dhabi

Key responsibilities:

- Managed store operations in the absence of the Manager

- Managed a team of 25+ employees to ensure efficient and effective operations of the department.
- Analyzed sales figures, customer reactions, and market trends to anticipate product needs and plan product ranges/stock
- Collaborated with buyers, suppliers, distributors, and analysts to negotiate prices, quantities, and time-scales
- Proactively engaged with customers, providing thorough answers to inquiries, clear explanations of products, terms, and conditions, and fostering a welcoming environment to build strong customer rapport.

CUSTOMER SERVICE AGENT

VODAFONE, 01/2018 - 02/2020, Egypt

- Acted as first point of contact for customer issues and queries.
- Answered incoming telephone calls from customers and detailed initial queries on Customer Relationship

Certificate

ESSENTIAL FOOD SAFETY TRAINING CERTIFICATE EFST PROGRAM

Abu Dhabi Agriculture and food safety Authority,

Activities

SALES TARGETS AND PRODUCT VISIBILITY

Al Ghaith general trading, Abu Dhabi

- Consistently achieved sales targets, maintaining product visibility in my assigned territory
- Increased sales by 20% in Q4 2023, resulting in a net profit of 105k
- Successfully listed and promoted new products, contributing to revenue growth

(U.A.E) Driving License LIGHT VEHICLES

PERSONAL DETAILS

Nationality : Egyption

Marital Status: Single

Passport number: A25300714

Visa Status : Employment Visa

Current Address : Abu Dhabi, UAE

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