

Abdel Rahman Yassin

Contact Information:

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- **Date of birth:** 1-6-1995
- **Nationality:** Egyptian

PROFESSIONAL SUMMARY

- Responsible for increasing sales, achieving the highest goal, increasing the customer base and increasing the volume of customers.
- Manage organizational sales by developing a business plan covering sales controls, revenues and expenses.
- Track sales goals and report results as necessary.
- Responsible for developing your sales team through motivation, advice and teaching product or service knowledge.

I am good at following up with customers to update or renew services and know the extent of customer satisfaction with the service provided. I seek to use my knowledge of social media marketing and advanced communication skills to serve your company in an effective, dedicated and diligent manner.

SKILLS

- Microsoft Excel
- Computer Skills
- Microsoft Office
- Break ice
- strategic planning
- Critical thinking skills
- Cost-benefit analysis
- Excellent communication skills
- kyc
- Ability to Multitask
- Ability to Work in a Team
- Effective Time Management

EDUCATION & CERTIFICATIONS

Bachelor of laws

Ain shams university in 2017

LANGUAGES

- . English good & Arabic Native

EMPLOYMENT HISTORY

JLamartin

salesman

EGYPT

Jan 2023-Jan 2024

- Brand of clothes in sharm elshekh

- Best seller of branches for 3 months

EGYPT

H&M

Jan 2017 -Dec 2017

Salesman

- Serve visitors by greeting, welcoming, directing and announcing them appropriately
- Helping the client to reach his goal
- Arrange clothes well to attract customers.

EGYPT

Chemistry and innovation “ c&i “

JAN 2020 -Dec 2022

Sales manager

- Developed and implemented a marketing plan that increased brand awareness by 75% within the target demographic. Responsible for opening key clients in “B2B/B2C” segments while leading a team of representatives to increase outreach and presence in all regions and retail areas.
- Develop a strategic operational plan to divide customers and regions according to needs.
- A comprehensive sales training program was developed and implemented, which led to improved team performance, and a sales incentive program was implemented, which led to improved employee motivation by more than 90%.
- Creating an incentive program and segments for customers, which led to an 80% increase in sales due to the customer receiving the highest service in exchange for quality and additional incentives, which put us in the first segment for the customer.

EGYPT

JAN 2018 - DEC 2020

Taya real estate

SENIOR SALES

- Understanding customer’s needs
- Arrange meeting appointments to meet new and existing customers
- Making presentations to promote new products and specials deals
- Contact potential clients through calls, WhatsApp, eth to offer them our projects
- Generate leads through referrals, phone calls as well as direct visits
- Achieve sales targets set by the company
- Advise clients on market conditions, prices, legal requirements and related matters

Befit

- | | | |
|---|-----------------------------------|---------------------|
| • | Sales at befit sportswear | EGYPT |
| • | Store manager at befit sportswear | JAN 2015 – Dec 2016 |

GEOX

- | | | |
|---|------------------------------|---------------------|
| • | Sales at geox brand in Cairo | EGYPT |
| • | Best seller of branches | JAN 2010 - Dec 2015 |
| • | Store manager for 2 years | |