



Ahmed Talha Abouelfetouh

Sales Executive

Contact

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Objective

Driven, results-oriented sales and marketing executive with expertise in dealer and consumer sales eager to contribute to optimizing revenue and profit performance for a progressive organization. Skills include dynamic communication, business development, strategic planning, fiscal administration, national account management, consulting, e-commerce, advertising, & high-technology talents.

Education

Amr Bin Al-Aas industrialist
Technical Diploma in industrial, Refrigeration and Air conditioning section.
Grade: Very Good
Graduation Year: 2015

Experience

Sale Executive

Aria Neighbourhood Supermarket L.L.C (Branch)

Ras Al khor Shirin Area Middle East. Com

February 2023- Present

- Arranging sales visits with prospective clients
 - Giving product demonstrations
 - Maintaining proper sales and performance records
 - Negotiating sales contracts and designing packages
- Achieving sales targets

Storekeeper

Al Asriya Fruits Food Staff

Ras Alkhaima UAE

December 2021-December 2022

- Keeping a record of sales and restocking the store accordingly.
- Managing store.
- Planning promotional campaigns for new products or specials.
- Ensuring that the store is kept clean and organized.

<p>Key Skills</p> <ul style="list-style-type: none"> • Negotiation • Basic math and business knowledge • Prospecting • Storytelling 	<p><u>Merchandiser</u> <i>MAF Carrefour Hyper Market.</i> <i>August 2020-July2021</i></p> <ul style="list-style-type: none"> • Knowledge of marketing strategy and ways to solve problems that arise. • Finding the best locations within each retail outlet and positioning products in an appealing way • Removing damaged, expired, or unsuitable products from circulation <p>Ability to work with the team and individually.</p>
<p>Additional Skills</p> <ul style="list-style-type: none"> • Driver License (Manual/Automatic) 	<p><u>Data entry Supervisor</u> <i>Aqrouq and bin Hadher cold storage LLC.</i> <i>(Laborer for 6 months then, promoted to Supervisor)</i> <i>July 10, 2018-July 9, 2020</i></p> <ul style="list-style-type: none"> • Data entry. • Forman/In charge for the staff • Checker: responsible for ensuring the quality and quantity of the incoming products. <p><u>Responsibilities</u></p> <ul style="list-style-type: none"> • Setting sales goals and developing sales strategies • Researching prospects and generating leads • Contacting potential and existing customers on the phone, by email, and in person • Giving product demonstrations and preparing quotes and proposals • Negotiating sales contracts and designing packages
<p>Languages</p> <ul style="list-style-type: none"> • Arabic (<i>first language</i>) • English 	<p><u>Communication</u></p> <p>Implemented new procedures and technologies that improved efficiency and streamlined operations.</p> <p><u>Leadership</u></p> <p>Managing the team to create profits for the company. Identify prospects, maintain customer relationships, and identifying ways to grow the sales figures.</p>
<p>References:</p> <p style="text-align: center;"><i>Reference will be provided upon request.</i></p>	