

BELAL OMRAN

United Arab Emirates
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ABOUT ME.

I am an efficient and confident salesperson with proven experience working in seafood supply. My experience helped me grow sales volume and attract valuable new clients to my current workplace. I am very excited to continue learning and improve my profession.

WORK HISTORY.

Key Account Manager:

Feb.2022 - Present.

Employer: AL – HAMOOR General Trading - UAE

- Actively seek out new sales and contracting opportunities.
- Good contacts with the sector to Maintain and develop relations with existing customers in order to increase sales
- Conduct regular meetings and follow schedule of market.
- visits to ensure consistent communication with customers Offer solution based proposals to win new customer business.
- Ensure monthly and annual targets are met.
- Liaise with operations, supply chain and finance department proactively to ensure orders and deliveries are reaching customers on time.
- Gather market intelligence with regards to competition.
- Negotiate and close deals.
- Handle customer complaints.

Sales Executive:

from July 2016 – Jun 2022.

Employer: AL – HAMOOR General Trading - UAE

Retails:

(Carrefour _ Armed Forces Coop. _ Sharjah Coop. _ union Coop. _ ABD Coop _and more.)

- Meeting with clients virtually or during sales visits.
- Demonstrating and presenting products.
- Establishing new business.
- Attending trade exhibitions, conferences, and meetings.
- Reviewing sales performance.
- Negotiating contracts and packages.
- working towards monthly or annual targets.
- Meeting with purchasing managers to develop a monthly or quarterly pricing plan, each of which depends on:
 - Follow up the prices and sales volume of companies in the market. To determine the action plan
 - Follow up the company's sales targets in terms of quantity and selling prices.

Food Service - HORECA:

- Follow up on daily orders collection, timely delivery follow up, quality check and co-ordinate with respective departments for smooth operations.
- Build and maintain strong relationships with new and existing customers.
- Collect statement of accounts and answer customer queries regarding any transaction, and timely collection of dues.
- Follow up day-to-day business relationship with customers.
- Report quality/claim situations to your manager, receive customer complaint, follow up internally and ensure satisfactorily address of customer complaints.
- Visit customers sites regularly and find ways to develop business and improve service level, and report feedback to my manager.
- Develop and maintain a strong up-to-date product knowledge to advise customer through technical product details and product applications.

EDUCATIONAL QUALIFICATIONS:

Bachelor of Law

June 2014 |

Faculty of Law, Zagazig University- Egypt.

PERSONAL SKILLS

- Self-motivated and driven by targets
- The ability to influence and negotiate with others
- Commercial awareness
- Microsoft Office skills
- FMCG Food section experience.
- Good knowledge of stock control process
- Excellent communication and Relationship building skills.

PERSONAL INFORMATION

Date of Birth: 01-1992

Nationality: Egyptian

Marital Status: Married

Languages: Arabic and English

Visa: Employment visa.

License: light vehicle

References are available upon request.