

Kareem Maged, Sales Supervisor

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SUMMARY

Dynamic Sales Supervisor with over 4 years of experience in sales management and operations. Proven track record of leading teams, optimizing sales strategies, and driving revenue growth. Achieved significant market expansion while maintaining high customer satisfaction levels. Expert in training and coaching sales representatives to exceed performance targets. Ready to leverage skills and experience to contribute to a forward-thinking organization.

WORK EXPERIENCE

04/2022 – 10/2023	Sales Supervisor, Trans Business for Trading and Distribution	Cairo, Egypt
	<ul style="list-style-type: none">Spearheaded a team of sales representatives, delivering training, coaching, and performance evaluations to facilitate the consistent achievement of sales targets.Streamlined route sales operations, maximizing market penetration and customer coverage.Devised and instituted innovative sales strategies, leading to increased revenue and growth in market share.Conducted comprehensive sales analyses to assess trends, identify gaps, and uncover opportunities for business expansion.Collaborated with cross-functional teams, including marketing and logistics, to enhance product availability and elevate brand visibility.Effectively resolved customer issues, ensuring high levels of satisfaction and fostering long-term client retention.	
09/2019 – 04/2022	Route Sales Representative, Trans Business for Trading and Distribution	Cairo, Egypt
	<ul style="list-style-type: none">Managed an assigned sales territory, overseeing direct sales, order fulfillment, and customer relationship management.Accelerated sales volume by identifying new business opportunities and upselling products to clients.Ensured timely deliveries and maintained accurate inventory records, preventing shortages or excess stock.Cultivated and sustained strong relationships with retailers, ensuring brand loyalty and repeat business.Participated in promotional activities, executing in-store displays and product demonstrations to enhance product visibility.	
01/2018 – 06/2019	Sales Intern, Rashideen Egypt for Trade Company FMCG	Mansoura, Egypt
	<ul style="list-style-type: none">Acquired hands-on experience in sales operations, market analysis, and customer engagement methodologies.Assisted senior sales representatives in conducting market research and pinpointing potential clients.Supported the preparation of sales reports and presentations for management review.Participated in promotional campaigns, aiding in the introduction of new products to the market.	

EDUCATION

09/2015 – 07/2019	Mansoura University Bachelor's Degree, Bachelor of Commerce	Mansoura, Egypt
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SKILLS

Sales operations management	Market analysis
Customer relationship management	Sales strategy development
Result oriented	Lead problem solving
Persuasive communication	Personal principles
Customer focus	Training and motivating skills