

KAREEM MAGED

SALES SUPERVISOR

CONTACT

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- 📍 Abu Dhabi, UAE

EDUCATION

- 2015 - 2019
MANSOURA UNIVERSITY
- Bachelor of commerce
- major accounting and business administration

SKILLS

- FMCG Sales and distribution
- Team leadership
- Territory development
- SAP, CRM, Excel
- KPI Management
- Communication & negotiation
- Lead problem solving
- Result oriented
- training & motivating skills
- Market analysis

LANGUAGES

- Arabic (Native)
- English (Fluent)

PROFILE

Sales supervisor with +4 years of experience in FMCG sales and distribution, including leading a team of 6 sales representatives and growing gross sales by 20% in one year. Skilled in SAP, CRM and Excel. Strong background in territory growth, team development and client retention. Now based in Abu Dhabi and available immediately.

WORK EXPERIENCE

- **Purunity - ABU DHABI** NOV 2024-APR 2025
Sales Executive
 - direct sales and customer service in competitive space.
 - contributed to team targets and customer retention.
- **Trans Business for Trade and Distribution** APR 2022- OCT 2023
Sales supervisor
 - supervised 6 sales reps and managed high-performance territories.
 - increased gross sales by 20% in 1 year.
 - delivered consistent KPI's, led coaching and tracked performance using SAP and Excel.
 - streamlined route sales operations, maximizing market penetration and customer coverage.
 - effectively resolved customer issues, ensuring high levels of satisfaction and fostering long-term client retention.
- **Trans Business for Trade and Distribution** SEP 2019- APR 2022
Route sales representative
 - boosted assigned area from 80% to 120% performance.
 - build strong relationships with retailers and managed merchandising.
 - handled reporting and data via SAP and Excel.