

Saifeddin Kamsheh

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Professional Summary

Sales Supervisor with over 10 years of experience in retail management. Proven ability to lead sales teams, enhance customer service, and drive sales performance. Seeking a position as Sales Supervisor to leverage my skills in team leadership, customer relations, and store operations.

Professional Experience

Sales Manager

Emirates Bio Fertilizer Factory - Al-Ayn

May 2020 – August 2023

- Supervised and motivated the sales team to meet targets.
- Ensured high standards of customer service.
- Monitored sales and managed inventory.
- Handled daily operations, including opening/closing procedures and cash management.
- Prepared sales reports and managed documentation.

Senior Consultant

Grant Thornton - Dubai

June 2016 – April 2020

- Managed due diligence and risk management projects.
- Established KPIs and improved performance.
- Coordinated with various departments.

Business Development Manager

Alliwan - Sharjah

August 2014 – May 2016

- Developed new business through strategic marketing.
- Engaged potential customers and secured long-term agreements.
- Fostered relationships with key decision-makers.

Retail and Sales Manager

TEK MODE - Syria

November 2008 – January 2010

- Managed retail store operations and sales staff.
- Ensured proper product displays and managed inventory.
- Handled customer inquiries and resolved complaints.
- Prepared sales reports and managed administrative tasks.

Education

Bachelor of Business Administration in Management & Accounting

Khawarizmi International College - Al-Ayn

May 2012 – July 2015

Skills

- Leadership
- Customer Service
- Sales and Merchandising
- Store Operations
- Inventory Management
- Administrative Duties
- Customer Relations
- Microsoft Office
- Retail Management Software

Languages

English : Expert

Arabic (Khaleeji): Native

Qualifications :

- Over 10 years of retail sales and supervisory experience.
- Strong leadership, communication, and organizational skills.
- Proficient in retail management software and Microsoft Office.
- Ability to work flexible hours.