



DUBAI UAE

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## MOAMEN YOUSRI ELMALAH

### OBJECTIVE

To attain excellence in my profession while serving responsible and challenging position in a reputable organization offering opportunities for growth and development and develop skills. Streamlined entire sales department to increase productivity and eradicate unnecessary processes.

### PROFILE

- History of meeting revenue targets, sales quotas and corporate goals.
- Earns a high degree of loyalty with staff, customers and vendors.
- Clear communication skills and courtesy.
- Ability to understand customer's needs and requirements as well as their point of view.
- Possess team leadership skills.
- Capable of building good working relationship with colleagues at any levels.
- Ability to adapt in new working environment, new goals, objectives and new target markets.

### SKILLS AND PERSONAL QUALIFICATIONS

- Computer software literate; Microsoft office, Microsoft Word, Microsoft Excel Core, Power Point Presentation, and documentations.
- Perform management duties and responsibilities effectively.
- With nearly 6 years' experience in Retail Sales in UAE.
- Excellent communication skills in English Language.

### WORK EXPERIENCE

- **SALE EXECUTIVE**
- **AL HUNAIDI PERFUME COMPANY \_ SHARJAH**
- **JUNE - 2023 \_ UP TO PRESENT**

#### DUTIES AND RESPONSIBILITIES

- Actively seek out new sales opportunities through cold calling, networking, and social media
- Conduct market research to identify selling possibilities and evaluate customer needs

- Set up meetings with potential clients and listen to their wishes and concerns
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with manager

### ***SALES EXECUTIVE***

#### ***JUMBO ELECTRONICS – GALLERIA MALL/ ABU DHABI***

***DECEMBER – 2020 \_ MARCH – 2023***

##### **DUTIES AND RESPONSIBILITIES**

- Working For IT & TELECOM Department sales.
- Apple Table ownership & Sales / Customer experience .
- Sales & Attending customer.
- Suggestive selling with excellent customer experience
- Stocks Replenishment
- Stock count Daily basis
- Focusing on Customer Survey & asking customer for ratings
- Accessories Sales & suggestive sales
- Cross multiple department sales
- Competition Benchmarking for Pricing
- Extended Warranty Sales Focus

#### ***AL WAHAH MALL – ABU DHABI***

***050 TELECOM ,UNITED ARAB EMIRATES***

***MARCH - 2017 – MARCH - 2020***

##### **DUTIES AND RESPONSIBILITIES**

- Selling and promoting for mobile accessories and mobile phones and special numbers for DU and ETISALAT.
- Handling all kind of customers, achieving the monthly target, team leading and handling the staff.
- Arranging stocks and maintains the profit not to be less than the approved limit.
- Solving and handling all kind of problems as a branch in charge with a gentle way regarding to the company policy.
- Deliver excellent service to ensure high levels of customer satisfaction. Motivate the sales team to meet sales objectives by training and mentoring staff, hire, train, and oversee new staff.
- Create business strategies to attract new customers, expand store traffic, and enhance profitability.
- Respond to customer complaints and concerns in a professional manner.

➤ **SALES SUPERVISOR**

**ALAZIZYA PANDA – KSA**

**APRIL 2015 – JANUARY 2017**

**DUTIES AND RESPONSIBILITIES**

- Manage retail staff including cashiers and people working on the floor,
- meet financial objective by preparing an annual budget scheduling initiating corrective
- actions
- formulate pricing policies, determine daily coupons, ensure pricing is correct, work on
- store displays, coach, counsel, recruit, train, and discipline employees,
- evaluate on the job performance, ensure merchandise is clean and ready to be
- displayed, maintain inventory and ensure items are in stock
- ensure ours of operation are in compliance with local laws, handle customer questions,
- complaints, and issues

➤ **SALES SUPERVISOR**

**SAMSUNG ELECTRONICS**

**CITY CENTRE ALEXANDRIA, EGYPT**

**MARCH 2014 – APRIL 2015**

**DUTIES AND RESPONSIBILITIES**

- assisted with orders and product inventory.
- Manage retail staff including cashiers and people working on the floor,
- Provided quality customer service on a daily basis with the sales and any questions in
- regards to other supplies and or packages that are for sale in the department.
- Upsold regularly to customers and educated them about all of the opportunities for
- products.

EDUCATIONAL BACKGROUND

Physical education

Tanta University

PERSONAL INFORMATION

Date of birth	:	Sept 3 1988
Nationality	:	Egyptian
Marital Status	:	Married
Sex	:	Male
Passport Number	:	A20940243
Visa Status	:	Employed