

# Ahmed Hassan Zaki



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13th department, First Block  
New Minia, Minia, Egypt

## Skills

1. Expert customer service
2. Revenue generation
3. Sales management

## Work Experience

### Senior Sales Representative

Egger UK Limited, Leeds

Dec 2021–Present

- Lead a team of 5 junior sales representatives responsible for European Sales division
- Identify potential customers and inform product functions and benefits via email, cold calling, and online and in-person meetings
- Exceeded revenue goals by up to 188% for 2 consecutive years
- Gained 60+ accounts in less than 2 years and developed a consistent reorders portfolio
- Earned the spot of top sales performer within 6 months

### Sales Associate

BIONIC GROUP, Hereford

May 2019–Nov 2021

- Identified and solidified new business opportunities that generated £8M+ in sales yearly
- Rose to the top 5% of the company within a short period by leveraging creative and persuasive strategies to convert inbound calls into profitable transactions
- Designed and implemented a strategic business plan which promoted a 5% decline in overall dead weight inventory and expanded the company's customer base
- Managed and trained a team of 15–20 sales representatives and monitored the team's performance, motivating them to meet and exceed goals and targets

### Sales Assistant

Hell Beverages, Walsall

April 2017–April 2019

## Education

### University of Beni-Swaif

Bachelor's Degree in Law

June 2006–June 2010



