



MOHAMED HALBOUNI

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Very motivated individual with in-depth knowledge of languages and development tools, seeking a position in a growth-oriented company where i can use my skills to the advantage of the company while having the scope to develop my own skills

WORK EXPERIENCE

Sales Associate

08/2013 to 05/2014

AirTech

Kitchener

- Helped customers find specific products, answered questions and offered product advice.
- Answered product questions with up-to-date knowledge of sales and promotions.
- Maintained knowledge of current promotions, exchange guidelines, payment policies and security practices.
- Reviewed files, recordings and other documents to obtain information to respond to requests.
- Produced sales documents, finalized deals and filed records.

Sales Manager

05/2014 to 09/2018

AirTech

Kitchener

- Tracked monthly sales to generate reports for business development planning.
- Exceeded sales goals and improved profitability by aligning sales strategies and business plans with market trends.
- Created and finalized quotes to complete deals with vendors and customers.
- Reduced process gaps by hiring, supervising and coaching employees on sales strategies and protocols, optimizing performance, growth and profitability.
- Developed and implemented new sales strategies to update our services/
- Achieved company growth and brand development through market expansion and sales.

SKILLS

C, C++ & C#

HTML/CSS

SQL(MYSQL)

Javascript

EDUCATION

AAST

Bachelor's

Marketing

Egypt, Cairo

08/2007 to 05/2011

Conestoga

Associate

Software Engineer

Kitchener, ON

09/2018 to 04/2022