

Sales Representative at Adidas Resume Example (Full Text Version)

Nick Dzarahad

Nationality: United Arab Emirates

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Profile

Sales Manager with a proven ability to meet business requirements.

Capable of growing and thriving in a dynamic environment as a sales executive.

Successfully increased revenue and customer base.

Consistently achieving targets and outperforming competitors.

Work Experience

11/2014 - 08/2016, Sales Representative, 'I am' Jewelry Company, Dubai, UAE

Responsible for meeting potential clients to secure new business/customers, maintaining strong relationships with existing clients, and securing repeat business whenever possible.

Conducted presentations to promote new products and special offers.

Retained clients through policy renewals and selling new investment opportunities.

Implemented and coordinated revised marketing strategies. Evaluated profit margins and buyer trends, making necessary inventory adjustments to accommodate fluctuations in purchasing activity across seasons.

Trained new employees.

Presented new company products to clients.

Assisted clients by addressing their inquiries.

Negotiated prices, warranties, terms, and conditions.

Reported sales figures and client complaints or concerns to senior management.

Gathered and analyzed market information.

09/2013 - 07/2014, Accountant, United International Products Company

Responsibilities:

Managed timely payments to suppliers.

Entered revenue and expense data into the accounting system.

Assisted other accountants in performing general ledger functions.

Monitored expenses for the company, departments, and projects.

Informed staff and clients about procedural and regulatory requirements.

Assisted with monthly closings and preparation of monthly financial statements.

Supported payroll administration.

Skills

Computer Skills

Online Research

Word, PowerPoint, Excel

Access, Outlook

Language Skills

English

Arabic

Interpersonal Skills

Client Acquisition

New Business Generation

Public Speaking

Complaint Handling

Sales Reporting

Flexibility

Team Player

Education

2012, Bachelor's Degree in Business Administration and Accounting, El-Shorouk Academy, Cairo, Egypt

Specialization: Accounting

Additional Courses

05/2017, Marketing Course

06/2014, English Language Course

12/2013, Electronic Accounting Course

The course included:

QuickBooks

Peachtree

Excel Accounting

06/2013, ICDL Course

The course included:

Word

Excel

Access

PowerPoint

Web Browsing and Communication