***Bassem Abou El Soud Elsayed***

***Future City building 459 Flat 4, Heliopolis , Cairo, Egypt***

***phone: (02) 24892558***

***Mobile: 01140199919***

***E-mail: bsayed@mafcarrefour.com***

*Gender: Male*

*Nationality: Egyptian*

*Birth Date: 5 May 1991*

*Marital Status: Married*

*Military service: Completed*

*Languages:*

*Arabic Native / Mother tongue*

*English Fluent / Excellent spoken, read and write*

***SUMMARY OF QUALIFICATIONS***

* *Proactive and results-oriented sales executive – acquired vast knowledge of market trends and broad set of sales skills throughout career.*
* *Recognized for determination in setting and achieving sales goals and exceeding targets.*

***Professional Objective Statement***

*Grow and develop in a dynamic environment as a Sales Executive. Increase sales and customer base to achieve company’s sales objectives and stay ahead of competition.*

***Personal Attributes:***

* *Creative | Insightful | Innovative | Organized| Assertive*
* *Personable | Adaptable | Communicator | Problem Solver*
* *Proactive | Self-motivated | Team worker | Multi-tasking*

***Core Functional Skills:***

* *Effectively meet deadlines, achieve targets and work under pressure.*
* *Company success driven – passionate about company’s product line.*
* *Accounting-related computer literacy.*
* *Excellent communication skills, written and verbal.*
* *Effective presentation of complex issues.*
* *High level of negotiation skills.*

***PROFESSIONAL EXPERIENCE***

***CAREER CHRONOLOGY***

* ***E-Commerce Operations Manager at Majid Al Futtaim (Carrefour) From May 2021 Till Now.***
* ***Quality and Training Specialist Jumia*** *Egypt Nov 2019 till April 2021.*
* ***Customer service representative***  *Jumia Egypt June 2018 till nov 2019*
* ***Social media specialist*** *Jumia Egypt Jan 2018 – may 2018*
* ***Sales Team Leader*** *Vodafone EG.     Cairo , Egypt      2015 –2017*
* ***Senior Sales Executive****Vodafone EG.     Cairo , Egypt      2012 –2014*
* ***Sales Executive****Vodafone EG.     Cairo , Egypt       2010 – 2012*
* ***Sales Executive*** *NetOne International Company Cairo , Egypt Feb 2010 - Aug 2010*

***HIGHLIGHT OF ACTIVITIES***

* *Managed the sales operation of the firm to accomplish business strategy goals.*
* *Advised senior management on best routes and strategies to implement in order to achieve business development.*

***Customer relationship Management:***

* *Sustained sound relationship with existing clientele – Quantified client requirements through close contact.*
* *Kept in close contact with clientele to identify new opportunities and customers – Maintained availability for addressing customer issues, queries and requirements.*
* *Gathered customer satisfaction surveys.*
* *Regularly updated contact database.*

***Notable Initiatives:***

* *Motivated and organized relevant market data which was shared by sales staff.*
* *Ensured internal communication was efficient throughout company; sales, marketing and customer support.*
* *Tracked sales (using computer or spreadsheets) to provide accurate reports.*
* *Participated in conferences, group meetings, trade shows and exhibitions to deliver presentations on customer sites – Demonstrated new products/services at various sites used by company’s clients.*
* *Monitored competitor activities closely to identify any business threats.*

***Key Achievements:***

* *Exceeded sales target of years 2009 – 2011: Successfully negotiated and closed new sales, prepared proposals and quotations, negotiated and won new contracts consistently.*
* *Contributed to identifying upcoming product opportunities – Supported product development to enhance/develop current/new products.*

***EDUCATION AND QUALIFICATIONS***

***Ain Shams University*** *Cairo, Egypt              2010 – 2014  
 Faculty of Law*

***Computer Skills:***

* *Microsoft Windows Power User (Almost all Versions including Vista)*
* *Microsoft Office 2000, XP, 2003 Professional user (Word, excel).*
* *Perfect Knowledge of Internet & Internet Searching*.

***Reference available on request***

***I hope that my skills meet your needs***