



YAHYA MOHAMED GAD

“Sales Advisor”

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📍 Dubai , Deira

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ABOUT ME

I am seeking a challenging position in a dynamic, creative environment where I have experience in sales and I believe my skills and experience will be a valuable addition to your team. I have a proven track record of success in sales, having consistently met or exceeded my sales goals. I have a deep understanding of the selling process and am skilled in building relationships with clients and closing deals. I am also an excellent negotiator and have a strong ability to think strategically. I have good experience in developing marketing plans and Brand publishing. I am working on studying the market competitors, and selling reports to increase sales and provide the best service to your customers.

WORK EXPERIENCES

Etagi Real Estate , Dubai UAE . Luxury Property Advisor

Jun 2022 - Present

Role:

- High experience in buying and selling real estate in Dubai, Sharjah, and Abu Dhabi.
- Experience with real estate developers and available projects to work on marketing and follow up on developments in the real estate market
- Good knowledge of real estate laws and procedures.
- Ability to convince customers to buy properties.
- Ability to develop good relationships with prospective customers.
- Showed properties to prospective buyers and explained about features and costs.
- Interviewed clients to obtain their house requirements and budget.
- Provided information to clients on property prices and mortgages.
- Using CRM Software.

Vodafone, Cairo, Egypt as a Sales Executive and customer services

May 2021 – Apr 2022

Role:

- Greet customers warmly and ascertain the problem or reason for calling.
- Resilience and the ability to cope with rejection
- Explaining and demonstrating features of products and services.
- Closing sales and achieving sales targets
- Staying informed about competing products and services.
- Build good working relationships
- Resolve customer complaints via phone, email, mail, or social media.

Radio Shack, Cairo, Egypt as a Retail Sales Executive

Apr 2019 – May 2021

Role:

- Recording sales and order information and entering sales numbers into the computer system.
- Maintaining an in-depth knowledge of store products to provide suitable recommendations to customers.
- Assisting customers in locating requested store products.
- Addressing customer concerns and inquiries as well as resolving customer complaints.
- Handling all discounts, price changes, and customer returns accordingly.
- Closing sales and achieving sales targets.
- Ensuring that product shelves are well-arranged and adequately stocked with products.

Role:

- Make periodic visits to customers to maintain the relationship and urge them to make more purchases
- Follow up and solve customer problems.
- Follow up on the collection of bills and payment of dues in a timely manner
- Analysis of competitors in the market
- Communicate with existing clients and work to attract new clients
- Preparing performance and sales reports.

EDUCATION _____

- **Bachelor's Degree in Commerce,**
Nile Academy for science, Egypt in 2016
- **Marketing, sales and customer service Diploma,**
IBS Academy, Egypt in 2018
- **Social Media Marketing,**
HubSpot Academy, Online Course in 2022
- **Digital Marketing Challenger and Professional Track,**
Egypt FWD Initiative by Udacity, Egypt in 2022

SKILLS _____

- Excellent communication skills
- A positive confident, and determined approach
- Resilience and the ability to cope with rejection
- The capability to flourish in a competitive environment
- Experience in handling cash register
- Tech savvy with working knowledge of computer systems and databases
- Able to balance a customer-oriented and a results-driven approach
- Patient and comfortable dealing with complaints
- Professionalism and outgoing personality
- Excellent communication and interpersonal skills
- Outstanding organizational and multi-tasking abilities
- Good physical endurance

PERSONAL DETAILS

Date of Birth: 01th June, 1993

Languages Known: English and Arabic

Address: Dubai, Deira

Nationality: Egyptian

Visa Status: Employment Visa

Driving License: Valid UAE Driving License

Marital Status: Married

No. of Dependents: 2

SINCERELY,

Yahya Gad