



# Mahd Qumseya

## Sales Rep

mahd18@meet.mit.edu

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1600 W Bradley Ave, Champaign,  
61821

## Profile

Accomplished In-Home Sales Representative with a strong history of surpassing sales goals and developing long lasting relationships with clients. With over 4 years of sales experience and 2 years of business management I have become organized, detail oriented, and a self starter. Pragmatic and result oriented, I am determined to build market presence in the next company I join.

## Employment History

### Sales Representative at LeafHome Solutions

05/2021–Present

- Prepare sales presentations or proposals to explain product specifications or applications
- Negotiate prices or terms of sales or service agreements.
- Prepare sales contracts for orders obtained, and submit orders for processing.
- Inform customers of estimated delivery schedules, service contracts, warranties, or other information pertaining to purchased products.

### Business Owner at Bethlehem Crafts

10/2018–03/2021

- Identify problems, make decisions and interpret results based on quantitative techniques
- Develop disciplines of management by planning, strategy, organizing, staffing, leading, control and change
- Maintaining my company's financial records, Tax preparation, analyzing financial statements

### Professor at Ahliya University, Bethlehem

10/2018–08/2019

- Develop teaching materials, such as syllabi, visual aids, answer keys, supplementary notes, or course Web sites.
- Lead discussion sections, tutorials, or laboratory sections.
- Schedule and maintain regular office hours to meet with students.

## Education

### Ahliya University

## Links

[Portfolio](#)

## Skills

Ability to Work Under Pressure ..... 5/5  
Communication Skills ..... 5/5  
Marketing and Sales ..... 5/5

## Certificates & Awards

Certified WIX Expert

Certified Instructor in Coding, Ahliya University

Google Online Marketing Fundamental Qualification

Best Delegate Award, ROSMUN

## References

Penny Pratt from LeafHome Solutions  
309-407-9171

