**Mohamed medhat Mohamed**

**Increased Sales ∙ Target Achievement ∙ Sales Management ∙ Retail Management**

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**Alexandria. Egypt ID: 28811110202117**

**E-MAIL:** [**mohamedmedhatana434@gmail.com**](mailto:mohamedmedhatana434@gmail.com)

**Date of birth: 11-11-1989**

**Mobil number: 01277158730**

**Status: married**

**Graduated from Alexandria University, fac of low**

**Year 2013**

**A trusted advisor up to Director Level who demonstrates a natural ability to translate and resolve complex business requirements through innovation and improvements; with the determination and influence to overcome challenges and turnaround underperformance to achieve target in demanding and diverse environments.**

**Area of Expertise**

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| --- | --- | --- |
| * **Sales & Cross-Selling** * **Retail Merchandizing** | * **Customer Satisfaction** * **Coaching and Mentoring** | * **Team Leadership** |

**Professional Career Summary**

**-monsoon store manager, Alexandria, Egypt January 2016 until now**

**-suit Blanco store manager, Alexandria, Egypt February 2014**

**-Sergent major for kids manager, Alexandria, Egypt April 2012**

**-EL NASR SPORT section manager for man, Alexandria, Egypt January 2011**

**-DIADORA assistant manager, Alexandria, Egypt march 2010**

**-Billa bong senior sales, Alexandria, Egypt November 2009**

**- Billa bong sales associate , Alexandria , Egypt January 2008**

**Completed store operational requirements by scheduling, assigning employees, following up on daily activities and maintaining store staff results by coaching, counseling, disciplining employees, planning, monitoring, appraising job results and working across team to transform and align business functions**.

* **Constantly met and exceeded sales target; and achieved quotas.**
* **Leading a team of five members.**
* **Managed nearly every aspect of store operations.**
* **Led and motivated the store team to increase sales and ensure efficiency.**
* **Daily met with the store staff to reviewing sales progress and targets.**
* **Responded to customer comments and complaints and ensured avoiding them in future.**
* **Monitored the sales floor regularly, talking to staff and customers, identifying and resolving urgent issues.**
* **Report the maintenances processes and actions.**
* **Kept the high standard in the store look and communicated visual merchandising strategy.**

**Maintain a regular customer base and actively worked to develop lucrative new customer relationships, identified customer needs and up sold to higher value products as often as possible, regularly met all established sales goals and working across team to transform and align business functions.**

* **Ensured high levels of customer satisfaction through excellent sales service.**
* **Maintained outstanding store condition and visual merchandising standards, and recommend to display items that match customer needs.**
* **Actively involved in the receiving of new shipments and kept up to date with product information.**
* **Maintain a fully stocked store and point-of-sale process.**
* **Welcomed and greeted customers, and ascertained customers’ needs and wants by describing product features and benefits**.

**Qualifications and Additional Information**

**Degree Graduate from Faculty of low, Alexandria**

**Languages Arabic (Native) and English (Good)**

**Computer Skills MS Office, MS Windows.**