



Abdallah Gomma

Senior Sales Executive

at Abdullah AbdelGhany & Bro

Location: Doha, Qatar

Education : Bachelor's degree, Accounting

CONTACT

Location: Doha, Qatar
Name: Abdallah Gomma
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Country: Doha, Qatar
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LAST ACTIVITY: 2018-10-03

REF.: CV31716406

TARGET JOB

Target Job Title: Senior Sales Executive,Sales Executive,Sales Supervisor

Career Level: Mid Career

Target Job Location: All GCC Countries; Iraq; Egypt

Career Objective: An experienced senior B2B sales professional who has worked with both local and international clients expanding relationships, by providing audio and web solutions on an international stage. A creative and motivated person with the will to succeed, well-developed communication and teamwork skills, but also the ability to work efficiently as an individual. A result orientated professional with a proven ability to get results, generate revenue, improve service as well as reduce costs. Over 8 years marketing experience of working in competitive Companies and successfully identifying, developing and managing new business opportunities within these markets.

Employment Type: Full Time Employee

Notice Period: 1 month or less

Last Monthly Salary QAR 2,500 (≈ USD 686)

PERSONAL INFORMATION

Birth Date 30 January 1990 (Age: 28)

Gender Male

Nationality Egypt

Residence Country Doha, Qatar

Name in Arabic عبد الله جمعة

Marital Status Single

Number of Dependents

Driving License Issued From Egypt; Qatar

EXPERIENCE (6 YEARS, 10 MONTHS)

January 2015 - Present

Senior Sales Executive

at Abdullah AbdelGhany & Bro

Location: Doha, Qatar

Company Industry: Automotive

Job Role: Sales

Currently work as senior Fleet Sales Executive in Abdullah Abdulghani & Bros. Co. W.L.L., Doha, Qatar, Abdulla Abdulghani & Bros is the sole distributor of Toyota & Lexus cars in Qatar. I've a wide experience in selling and account management gained by handling the accounts of our customer's. I'm looking forward to utilize and develop my skills and experience around Middle East.

January 2012 - December 2014

Fleet Sales Executive

at Al Mansour Automotive

Location: Cairo, Egypt

Company Industry: Automotive

Job Role: Sales

Al Mansour Automotive is the sole agent of General Motors in Egypt, Iraq, and Libya, the company sells passenger and light truck vehicles and provides complete after sales services, the company introduced the ISUZU trucks which became the benchmark of light and medium trucks in Egypt, my role involves leading a team of five staff responsible for covering corporate sales of trucks spare parts and batteries for nine branches all over the country.

Responsibilities:

- ☑ Maintains contact and friendly relationships with clients by providing support, information, and guidance; researching and recommending new opportunities, recommending profit and service improvements.
 - ☑ Answer customers' questions about products, prices, availability, or credit terms.
 - ☑ Selling products by establishing contact and developing relationships with prospects and existing clients; recommending solutions.
 - ☑ Negotiate prices or terms of sales or service agreements.
 - ☑ Preparing tenders by quoting prices, credit terms, or other bid specifications.
 - ☑ Prepare sales contracts for orders obtained, and submit orders for processing, ensuring complete delivery process, and collecting payments.
 - ☑ Maintain and analyze customer records, using automated systems, and ensuring account meets its forecasted target.
 - ☑ Maintains quality service by establishing and enforcing organization standards.
- Strengths and achievements:
- ☑ Participating in increasing the share of ISUZU trucks in the Egyptian market, by working in conjunction with the trucks sales in presenting the after sales schemes.
 - ☑ Helped in the growth of the parts corporate sales department by applying effective selling and marketing strategies to raise the records of the existing and the new clients from 2010 till present days by about 25%.
 - ☑ Raising the staff of the department from only two to five salesmen, and

providing complete job training.

EDUCATION

Bachelor's degree, Accounting

at Cairo Unvi

Location: Egypt

September 2012

Grade : 85 out of 100

Business Development,Business Administration,Accounting,Commercial law .

SKILLS

leadership

Level: (Expert)

fastleaner

Level: (Expert)

inventory mangment

Level: (Expert)

Sales Skills

Level: (Expert)

Time management

Level: (Expert)

Team work

Level: (Expert)

LANGUAGES

Arabic

Level: (Native)

English

Level: (Expert)

HOBBIES AND INTERESTS

football