

Adam Mahmoud

Sales Manager - Staples

Vancouver, WA

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A creative, hands on leader; with a wealth of knowledge surrounding sales, and coaching and development.

#readytowork

Willing to relocate to: Vancouver, WA

Authorized to work in the US for any employer

Work Experience

Assistant Manager

Staples - Casper, WY

August 2017 to Present

Inventory control of assets totalling in over \$60 million

- Coaching and developing staff
- Develops marketing plans for upcoming events and promotions
- Use of customer base to properly evaluate trends
- Use of multimedia to create and develop marketing and advertising for local businesses
- Business analysis of sales and inventory figures
- Storefront merchandising and special promotions
- Critical thinking and on the spot problem solving
- Superb Customer service skills
- Year round recruiting and scouting
- Marketing as well as event planning.
- Advertising externally and internally promoting promotions and events
- Public relations and community driven sale tactics.

Artist

Self-Employed

January 2011 to Present

Designed, Developed, and delivered art pieces to clients according to specifications

- ❖ Creates Digital Designs: Logos, Advertisements, Company Branding
- ❖ Creates custom paintings of various sizes, styles, and materials
- ❖ Organized and Collaborated in 8 art shows and opening events
- ❖ Have been in local Casper news for Paws for Art Humane society event

Pro-Recruiter/Human Resources

Advantage Solutions - Foxborough, MA

August 2016 to August 2017

Maintained multiple job openings

- ❖ Recruited across the country
- ❖ Developed internal and external relations
- ❖ Strategic planning and organization to secure candidates
- ❖ Coaching and developing of a staff for peak performance
- ❖ High organizational skills to perform daily operations
- ❖ Multitude of program usage
- ❖ Created and developed new recruiting methods
- ❖ Created job postings on multiple boards
- ❖ Created advertisements for positions
- ❖ Analyzed demographic to discover best marketing strategy
- ❖ Advance SEO skills

District Training Manager

Sterling Jewelers Inc. - North Attleboro, MA

July 2012 to August 2016

Inventory control for a net value of \$1.5 million

- ❖ In depth inventory analysis
- ❖ Merchandising as storefront, both new and old
- ❖ Strategic planning and organization to secure optimal results
- ❖ Coaching and developing of a staff for peak performances
- ❖ High organizational skills to perform store operations
- ❖ Superb customer satisfaction
- ❖ Year round recruiting through various methods
- ❖ Social media and groundwork marketing of sales and promotions
- ❖ Fast paced problem solving environment
- ❖ Consistent track record of successful events

Department Manager

Walmart - Warwick, RI

March 2010 to May 2012

Inventory control for a net worth of \$35 million

- ❖ High versatility with superb product knowledge
- ❖ Coaching and developing employee skills

Education

Associates in Psychology

Community College of Rhode Island - Warwick, RI

September 2012 to May 2014

Associates in Business Administration

University of Massachusetts - Dartmouth - North Dartmouth, MA

June 2011 to August 2012

Skills

- COACHING (8 years)
- MARKETING (6 years)
- OF SALES (8 years)
- SALES (4 years)
- SALES STAFF (8 years)
- Email Marketing (6 years)
- Social Media (10+ years)
- Digital Marketing (5 years)
- Photoshop (4 years)
- Adobe (10+ years)
- Microsoft Office (10+ years)
- Event Planning (4 years)
- Event Marketing (3 years)
- Employee Evaluation (7 years)
- Human Resources Management (5 years)
- Email
- Management
- training
- Inventory
- Scheduling
- Cash Handling
- Team Building
- Customer Service Skills
- Inventory Management
- Merchandising
- Word
- Microsoft Excel
- Social Media Management
- Search Engine Optimization (SEO)
- Strategic Planning
- Analytics
- Branding
- Business Analysis
- Market Research
- Sales Management
- WordPress
- Public Relations
- Salesforce
- Adobe Creative Suite
- Adobe InDesign
- Graphic Design
- Pricing
- Adobe Illustrator
- Business Development
- Events Management
- Project Management

- Project Management
- User Interface (UI)

Awards

Dean's list

May 2012

Dean's List

May 2014

Top District Sales

February 2013

Top District Sales

January 2014

Top District Sales

February 2015

Perfect Inventory

March 2015

Business Strategist Award

November 2016

Presidents Club

January 2018

Assessments

Social Media — Familiar

October 2019

Creating content, communicating online, and building a brand's reputation.

Full results: [Familiar](#)

Search Engine Optimization — Proficient

October 2019

Interpreting online website performance metrics and understanding search engine optimization tactics.

Full results: [Proficient](#)

Research — Proficient

October 2019

Following protocols, interpreting statistics and graphs, identifying errors, and choosing research methodology.

Full results: [Proficient](#)

Customer Service — Highly Proficient

February 2020

Identifying and resolving common customer issues.

Full results: [Highly Proficient](#)

Scheduling — Proficient

February 2020

Cross-referencing agendas and itineraries to avoid scheduling conflicts.

Full results: [Proficient](#)

Management & Leadership Skills: Impact & Influence — Highly Proficient

February 2020

Adapting leadership style to accomplish goals using rational or emotional appeal.

Full results: [Highly Proficient](#)

Sales: Influence & Negotiation — Proficient

April 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: [Proficient](#)

Attention to Detail — Highly Proficient

April 2020

Identifying differences in materials, following instructions, and detecting details among distracting information.

Full results: [Highly Proficient](#)

Sales: Influence & Negotiation — Proficient

May 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: [Proficient](#)

Customer Focus & Orientation — Highly Proficient

May 2020

Responding to customer situations with sensitivity.

Full results: [Highly Proficient](#)

Management & Leadership Skills: Impact & Influence — Highly Proficient

April 2020

Choosing the most effective strategy to inspire and influence others to meet business objectives.

Full results: [Highly Proficient](#)

Work Style: Reliability — Highly Proficient

May 2020

Tendency to be dependable and come to work.

Full results: [Highly Proficient](#)

Sales: Influence & Negotiation — Proficient

April 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: [Proficient](#)

Cognitive Ability — Highly Proficient

May 2020

Combining pieces of information to form general rules or conclusions.

Full results: [Highly Proficient](#)

Verbal Communication — Highly Proficient

May 2020

Speaking clearly, correctly, and concisely.

Full results: [Highly Proficient](#)

Retail Customer Service — Highly Proficient

May 2020

Measures a candidate's ability to comprehend and respond appropriately to retail customer needs.

Full results: [Highly Proficient](#)

Recruiting — Highly Proficient

May 2020

Managing the candidate sourcing and selection process.

Full results: [Highly Proficient](#)

Sales: Influence & Negotiation — Proficient

April 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: [Proficient](#)

Management & Leadership Skills: Impact & Influence — Highly Proficient

April 2020

Choosing the most effective strategy to inspire and influence others to meet business objectives.

Full results: [Highly Proficient](#)

Customer Service — Highly Proficient

May 2020

Identifying and resolving common customer issues.

Full results: [Highly Proficient](#)

Management & Leadership Skills: Planning & Execution — Highly Proficient

July 2020

Planning and managing resources to accomplish organizational goals.

Full results: [Highly Proficient](#)

Marketing — Proficient

April 2020

Understanding a target audience and how to best communicate with them.

Full results: [Proficient](#)

Attention to Detail — Highly Proficient

April 2020

Identifying differences in materials, following instructions, and detecting details among distracting information.

Full results: [Highly Proficient](#)

Work Style: Reliability — Highly Proficient

May 2020

Tendency to be dependable and come to work.

Full results: [Highly Proficient](#)

Work Style: Conscientiousness — Highly Proficient

July 2020

Tendency to be well-organized, rule-abiding, and hard-working.

Full results: [Highly Proficient](#)

Management & Leadership Skills: Impact & Influence — Highly Proficient

April 2020

Choosing the most effective strategy to inspire and influence others to meet business objectives.

Full results: [Highly Proficient](#)

Sales Skills — Proficient

July 2020

Influencing and negotiating with customers.

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

Additional Information

SKILLS

Dependable, Driven, Dedicated, with the will to accomplish tasks through prowess and communication.

Use of aesthetic

sensibility, consumer demographics and preference; to devise marketing plans. Coaching and development of sales staff.

Evaluations of effectiveness brand wide. Variety of multimedia skills ready and available. Including but not limited to all

Microsoft® programs as well as digital rendering and creations programming. Deep steadfast analysis with business impact

results.