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AYMAN GABR

Sales/Marketing Executive

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Skill Levels

95%

Computer

75%

English

80%

Communication

95%

Determine

The description

Sales executives sell a company's products and services. Customers include individuals, businesses and government organizations and sales may be domestic (within the UAE) or international, or a combination of both.

As well as approaching potential customers with the aim of winning new business; sales executives work to maintain good relationships with existing clients, gaining repeat business wherever possible.

The sales industry is target driven and as a consequence the work can sometimes be demanding and pressurized.

Experience:

Sales/Marketing Executive

TECH GROUP / (**Tech Blocks**).
Aug 2015 – Now (U.A.E.)

Sales executives are the key point of contact between an organization and its clients: answering queries, offering advice and introducing new products.
My work includes:
- Organizing sales visits
- Demonstrating and presenting products
- Establishing new business
- Maintaining accurate records
- Attending trade exhibitions, conferences and meetings
- Reviewing sales performance
- Negotiating contracts and packages
- Aiming to achieve monthly or annual targets.
- Promotional prospects are excellent - progression can be into senior sales roles or into related employment areas such as marketing or management.

Sales and Marketing Executive

Nestlé

Mar. 2014 – Aug. 2015 (Egy.)

- Analyzing and investigating price, demand and competition.
- Devising and presenting ideas and strategies.
- Promotional activities.
- Compiling and distributing financial and statistical information.
- Writing reports.
- Organizing events and product exhibitions.
- Monitoring performance.
- Managing campaigns on social media.

Owner

Abayat Darahim Dubai (Showroom & Factory)

Jan. 2013 – Mar. 2014 (Egy.)

- Make the business plan and the budget.
- Conduct recruitment and make financial arrangement.
- Review the report of production in relationship with sales.
- Compare sales with intended goals on short and long term basis.
- Make trips to make the purchase of important inventory.
- Business owners involved in the business of product make available medium through which the product can be displayed.
- Portray products and services to the right audience through the creation of advertising campaigns.
- Take advantage of the social media, live advertising events, and other publicity media to promote products or services.
- Make a viable feasibility assessment of the business to check its chances of success.
- Offer importance lectures and presentations to clients concerning company products.

Accountant

Layaly factory and showroom for Abaya

Oct. 2010 – Nov. 2012 (Egy.)

- Prepare accounting reports and follow-up customer checks issued, dealing with banks and accounting departments of various companies related to the institution.
- Preparing accounts and tax returns
- Administering payrolls and controlling income and expenditure
- Auditing financial information
- Compiling and presenting reports, budgets, business plans, commentaries and financial statements
- Analyzing accounts and business plans
- Providing tax planning services with reference to current legislation.
- Financial forecasting and risk analysis.
- Dealing with insolvency cases.
- Negotiating the terms of business deals and moves with clients and associated organizations.
- Meeting and interviewing clients.
- Managing colleagues, workloads and deadlines.

P.R.O. (Public Relation Officer)

Sameh office for commercial transactions

Oct. 2007 – Jun. 2010 (U.A.E.)

- Clearing administrative transactions to transactions business, labor, immigration, municipal and all government interests of the United Arab Emirates.
- Planning, developing and implementing PR strategies;
- Communicating with colleagues and key spokespeople;
- Liaising with, and answering inquiries from media, individuals and other organizations, often via telephone and email.
- Researching, writing and distributing press releases to targeted media.
- Collating and analyzing media coverage.
- Preparing and supervising the production of publicity brochures, handouts, direct mail leaflets, promotional videos, photographs, films and multimedia programs.
- Devising and coordinating photo opportunities.
- Organizing events including press conferences, exhibitions, open days and press tours.
- Maintaining and updating information on the organization's website.
- Managing and updating information and engaging with users on social media sites such as Twitter and Facebook.
- Sourcing and managing speaking and sponsorship opportunities.
- Commissioning market research.

Education:

Bachelor of Commerce

Faculty of Commerce, Zagazig University

Location : Zagazig Egypt

Termination date : August 2011

Average : 85 of 100.

Personal Information:

Date of Birth : December 20, 1985

Gender : Male

Nationality : Egypt

Visa Status : Residence visa (convertible)

Marital status : Married

The number of dependents : 2

Driving license issued : U.A.E.

Are you currently working? Yes

Skills:

- Computer skills.
- The art of cooperation with the public.
- Social Responsibility.
- Decision-making and problem-solving.
- Competition culture.
- Working with a diverse team.
- Creative thinking.

Interests / Other:



Football



Reading



Chess