



MOHAMED YAHYA

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PROFILE

I am a flexible and experienced with excellent time management skills. I am a good communicator with inter personal skills and am used to working in a team whilst also being capable of using own initiative. I am skilled In dealing with problems in a resourceful manner and negotiating to achieve beneficial agreement. I am always enthusiastic to learn and undertake new challenges.

EDUCATION

2011 → 2015 Bachelor Degree Of Law
Cairo University

WORK EXPERIENCE

2024 → present
hishopper
Account Manager

- Communicating with clients by phone, through email and face-to-face to ensure their needs are understood and addressed
- Building strong client relationships to maintain old business and acquire new customers
- Collaborating with various internal departments to ensure they fulfill all customer requests
- Resolving complaints and keeping track of all processes that pertain to the client desires
- Acting as the clients representative in a firm to ensure their demands are met with a focus on improving the customer experience
- Collecting and analyzing data concerning consumer behavior to understand changing needs

2022 → 2023
kemitt
Vendor Acquisition manager

- Negotiate with potential vendors to join the platform
- ensure quality of acquisitions to assist in achieving commercial targets
- Acquire new vendors by scanning the market, pitching and closing the commercial agreement.
- Set daily & monthly KPIs and conduct performance management
- Liaise between vendors and commercial department
- Assists Category managers on campaign and promotions
- Analysis of industries, product assortment, and price clusters
- Building relationships with our vendors and manage our product range
- Foster trust with vendors to achieve better deals.

2021 → 2022
My Mall
Vendor Acquisition Specialist

- Ensuring that all acquisition channels operate flawlessly and produce maximum production.
- Increase the number of direct sellers per day with the maximum number of SKUs
- Ensuring the activity of sellers on the platform Acquisition and incubation of key target vendors, in line with the long-term strategic plan.
- Develop a plan to acquire sellers and products to support strong growth.
- Create and implement online and offline strategies to source leads.
- Browse social media for potential sellers and gain leads.
- Collect their data and follow up with them daily in order to broadcast it.
- Explain the benefits of joining our platform.

2019 → 2021
Top Shop
Account Manager

- Build and maintain strong, long-lasting client relationships.
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives.
- Clearly communicate monthly/quarterly work progress to internal and external stakeholders.
- Develop new business with existing clients and/or identify areas of improvement to meet sales target.
- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts).
- Prepare reports on account status.
- Collaborate with sales team to identify and grow opportunities.
- Assist with challenging client requests or issue escalations as needed
- 2+ years of experience in E-marketing [Jumia, Souq, Noon and Raya].

2018 → 2019
Top Shop
Branch Manager

- Develop a high performance team by coaching, developing and managing performance.
- Implement and maintain the Presentations Standards of the company.
- Prepare, set up, and sign new products.
- Ensure execution and merchandising moves per the Monthly Sales Planner.
- Develop and execute Local Marketing plans to drive sales at the assigned target.
- React quickly to resolve customer issues.
- Achieve personal sales and profit goals and help team in achieving the same.

2017 → 2018
Top Shop
Salesman

- Present, promote and sell products using solid arguments to existing and prospective customers.
- Establish, develop and maintain positive business and customer relationships.
- Reach out to customer leads through time-to-time calling.
- Achieve the agreed sales targets within schedule.
- Coordinate sales effort with team members and other departments.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products.
- Continuously improve through feedback.

2016 → 2017
Infinix Company
Salesman

PERSONAL SKILLS

- ✓ Ability to adapt and learn quickly
- ✓ Managing tasks and problem-solving skills
- ✓ Strong communication and interpersonal skills
- ✓ Able to work on as part of a team

SOFTWARESKILLS

Microsoft excel	
Microsoft Word	
Microsoft Power Point	

LANGUAGES

Arabic	
English	

HOBBIES

Technology	Sport	Travel
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