

MOAMEN TAREK ELSHAFEAY

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- CAREER OBJECTIVE

Proactive sales representative and key issue solver seeking a position to achieve challenging financial targets while adding new clients and expanding sales services regularly. A courteous and result- salesman with experience of 5+ years in long-term relationship building with clients.

- EDUCATION

Tanta University Egypt

Bachelor degree of Commerce, Accounting department

Grade: Good

- PROFESSIONAL EXPERIENCE

- **Sales Representative at Orange,Egypt**

From Dec 2019 To Aug 2020

- 1- Responsible for achieving sales objectives and targets.
 - 2- Responsible for a deep understanding of the company's products and services, effectively communicating their features and benefits to customers.
 - 3- Responsible for providing excellent customer service, including responding to customer inquiries, problem-solving, and ensuring customer satisfaction with the company's products and services.
 - 4- Responsible for presenting and marketing additional products to the company or increasing the value of products for existing customers.
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- **Officer at Purchasing management- Crepe & waffle Restaurant.Egypt**

From Sep2020 To Sep 2021

- 1- Responsible Sourcing Suppliers.
 - 2- Responsible Supplier Relationship Management.
 - 3- Responsible Inventory Management.
 - 4- Responsible Contract Negotiation and Management.
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- **Sales Executive at Raya Holding - Aman for electronic payment,Egypt**

From Oct 2021 To Feb 2024

- 1- Responsible Client Prospecting and Lead Generation.
 - 2- Responsible Client Relationship Management.
 - 3- Responsible Sales Presentations and Demonstrations.
 - 4- Responsible Needs Assessment and Solution Proposal.
 - 5- Responsible Negotiation and Closing.
 - 6- Responsible Sales Pipeline Management.
 - 7- Responsible Market Intelligence and Feedback.
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Sales Representative at Supair Company

From May 2025 Till now

- 1- Promote and sell perfume products to commercial centers and companies, and provide fragrance solutions for large venues.
- 2- Managing and expanding the customer base across various sectors (hotels, restaurants, offices, clinics, and cleaning companies).
- 3- Conducting daily field visits to present product offerings and explain their competitive advantages compared to the market.
- 4- Preparing price quotations and negotiating commercial terms to ensure customer satisfaction and company profitability.
- 5- Following up on delivery operations and ensuring after-sales service quality to enhance customer satisfaction and loyalty.
- 6- Submitting regular reports to management that include sales analysis, customer feedback, and market conditions.
- 7- Working in full coordination with the marketing team to promote seasonal products and participate in promotional campaigns.
- 8- Following up on collections and ensuring customers adhere to payment policies.

- **PERSONAL SKILLS**

- Leadership
- Problem-Solving
- Team Building
- Customer Focus
- Time Management
- Excellent communication skills
- Strong interpersonal skills
- Proactive and self-motivated
- Adaptability Strategic Thinkings

- **Language**

Arabic: Mother Tongue

English: intermediate

- **PERSONAL Data**

- Date of Birth: 10/03/1997
- Marital Status: Single
- Nationality: Egyptian
- Military Status: Fulfilled