

Abdelrahman Mohamed Elashmawy

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 abdelrahman6721@gmail.com

Birth Date: 25/08/1997

PROFESSIONAL EXPERIENCE:

- Sales Executive**
Asdaf company for insulation – Saudi Arabia - Qassim
2022 - present
 - Experience of construction and insulation material details , Building Chemicals ,Paints, Coating, including bituminous , cementitious , polyurea , EPS and XPS, polyurethane .
 - Experience in bulk sales and B2B operations.
 - Negotiating with clients and closing deals..
 - Managing client relationships and ensuring customer satisfaction.
 - Increased sales by 28% over the course of 2024 through strategic client acquisition and relationship management.
 - Closed deals with major clients or companies.
 - Consistently met or exceeded quarterly targets..
 - Excellent communication and presentation skills.
 - Ability to prepare and deliver commercial and pricing proposals.
 - Background in related industries such as packaging, construction, or manufacturing.
 - Understanding of B2B client needs and how to provide tailored solutions.

Promoter
Hazem Hassan Trading Company –, Egypt
2021

- Executed marketing campaigns to drive product awareness.
- do adds on different platforms _ Instagram -fb .
- Enhanced brand visibility through strategic promotional activities.
- Conducted market analysis and implemented sales plans.

Sales specialist
AL-sokhn company for clothes, Egypt
2020

- Managed product promotion and client engagement
- Assisted in launching new clothes products.
- Achieving sales targets
- Negotiating with clients and closing deals.
- Understand customer needs and recommend suitable products or services.

EDUCATION:

- Bachelor’s Degree in commerce 2016 – 2020.**
cairo University, Egypt
- Course in Sales Skills**
- Course in English -Upedia**

PROFILE SUMMARY:

Results-driven sales and marketing professional with extensive experience in the retail and insurance sectors. Adept at developing strategic sales plans, building strong client relationships, and achieving business growth. Proficient in market analysis, negotiation, and CRM tools, with a proven track record of exceeding sales targets and enhancing brand visibility.

COMPUTER SKILLS:

Certified by **cairo University, Egypt:**

2016-2020

- Windows, Word, , Excel
- Networking, Visual Basic, Multimedia
- Computer Maintenance, illustrator, Photoshop
- CRM tools

(Overall Rating: Very Good)

LANGUAGES:

Arabic: Native ●●●●●

English: Very Good ●●●●●

PERSONAL SKILLS:

- Sales & Business Development
- Marketing & Promotion
- Customer relationship Management (CRM)
- Negotiation & Closing Deals
- Market Research & Analysis
- Computer Proficiency (MS Office,)
- Communication & Interpersonal Skills.
- Politeness and good appearance
- I have the ability to learn any skill
- Driving License: Valid