

Ayman Moustafa

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Objective

Experienced sales specialist skilled at building strong relationships with clients, understanding their needs, and delivering tailored sales solutions that support company goals. Recognized for negotiation and persuasion skills, I am committed to client satisfaction, retention, and consistently achieving measurable sales growth

Work Experience

Sales Specialist - Yahma Car Rental, Saudi Arabia

- Communicate with potential customers: Understand their needs and offer suitable rental options.
- Provide clear explanations about rental offers, including car features, prices, rental terms, and payment methods.
- Convince and close deals: Negotiate prices and contracts to ensure a win-win for both the company and the client.
- Follow up with existing clients: Maintain strong relationships to encourage repeat business.
- Work hard to achieve monthly and yearly sales targets set by the management.

Sales Specialist and Supervisor – GEST For LED

- Understand clients' lighting needs and provide tailored solutions for their projects.
- Prepare professional offers for high-quality LED lighting products and ensure accurate order execution.
- Build long-term client relationships to maintain satisfaction and repeat business.
- Achieve annual sales targets (achieving the required yearly sales quota) as set by the company.

Education

Bachelor of Commerce - Business Administration

Zagazig University, Egypt/ Graduation Year: 2022

Diploma in Digital Marketing

- Strong understanding of Digital Marketing fundamentals including platforms, trends, and consumer behavior.
- Ability to analyze current marketing issues and propose strategic solutions.
- Conducting competitor analysis to identify market position, strengths, and opportunities for differentiation.
- Planning and executing marketing strategies aligned with business goals.
- Creating structured and result-driven monthly marketing plans.

Soft Skills

- **Technical Skills:** Proficient in computer use and fast typing skills (up to 40 words per minute in both Arabic and English)
- Skilled in using various social media platforms
- Proficient in using CapCut for video editing

Languages: Arabic-English