

ZAKI YOUSSEF

B2B Sales Executive

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📍 Riyadh, Saudi Arabia



EXPERIENCE

B2B Sales Executive

Kaffarat Plus

📅 03/2024 📍 Riyadh, Saudi Arabia

- Providing solutions for vehicle-related issues to companies.
- Building and maintaining business relationships with various companies in the Riyadh region.
- Managing sales processes and negotiating with clients to ensure goal achievement.

B2B Sales Executive

Yanbu Networfis and Advanced Technology - provides the latest and highest quality

📅 02/2023 - 01/2024 📍 Riyadh, Saudi Arabia

- companies specialized in providing services in the field of information technology
- Key Account Manager Job Description:
 - 1. Relationship Management: * Develop and maintain strong, long-lasting relationships with key clients
 - Act as the main point of contact between the company and key accounts
 - 2. Account Planning: * Develop strategic account plans to achieve company goals and objectives
 - Identify opportunities for account growth and new business development
 - 3. Sales and Revenue Generation: * Meet or exceed sales targets and revenue goals for key accounts
 - Identify and pursue upselling and cross-selling opportunities
 - 4. Communication: * Effectively communicate the value proposition of products or services to key clients
 - Keep clients informed about new products, features, and industry developments
 - 5. Collaboration: * Collaborate with internal teams, including sales, marketing, product development, and customer support

Key Account Manager

geidea Banfiing and Payment Technology Services

📅 02/2022 - 12/2022 📍 Egypt

- Job description
- To work under schedule and target distribute geidea services
- To work on teams or independently carry out all task
- Follow up and assist POS in his assigned area to ensure that Geidea POS sales targets of his area are fully achieved
- Manage a number of POS in certain territory
- Achieve the distribution department sales target
- Develop the POS in his area to achieve the area target
- Increase the network of the distribution channel through appointing new POS to the sales channel
- Apply the marketing strategies in penetrating the market
- Follow up POS through frequent visits each according to his areas and report results to his superiors
- Facilitate the availability of products in the market

SKILLS

Business Planning

Business Development

Sales Operations

Team Leadership

Negotiation

EDUCATION

Tanta University, Faculty of Commerce, Department of Financial Accounting and Transactions

Tanta University

📅 02/2011 - 11/2015

SUMMARY

Career Objective To obtain a challenging & demanding job in a promising career which will further enhance my knowledge & skills & satisfy my ambition of being successful & professional in my field and play an effective role in any company.

EXPERIENCE

B2B Sales Executive

Fawry Banfiing and Payment Technology Services

📅 08/2018 - 01/2022 📍 Egypt

- Job description
 - To work under schedule and target distribute fawry services
 - To work on teams or independently carry out all tasks
 - Follow up and assist POS in his assigned area to ensure that Fawry POS sales targets of his area are fully achieved
 - Responsibilities:
 - Manage a number of POS in certain territory
 - Achieve the distribution department sales target
 - Develop the POS in his area to achieve the area target
 - Increase the network of the distribution channel through appointing new POS to the sales channel
 - Apply the marketing strategies in penetrating the market
 - Follow up POS through frequent visits each according to his areas and report results to his superiors
 - Facilitate the availability of products in the market
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Senior Sales Executive

Orange Mobile phone and Internet network company

📅 11/2017 - 08/2018 📍 Egypt

- job description: To work under schedule and target to distribute mobile services
 - To work on teams or independently to carry out all tasks
 - Position Objective: Followup and assist POS in his assigned area to ensure that mobinilPOS sales targets of his area are fully achieved
 - Responsibilities: -Manage a number of POS in certain territory
 - Achieve the distribution department sales target
 - Develop the POS in his area to achieve the area target
 - Increase the network of the distribution channel through appointing new POS to the sales channel
 - Apply the marketing strategies in penetrating the market
 - Follow up POS through frequent visits each according to his areas and report results to his superiors
 - Facilitate the availability of products in the market
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Retail Sales Representative

Orange Mobile phone and Internet network company

📅 02/2016 - 11/2017 📍 Egypt

- A retail representative is an employee who works in a retail setting to meet and greet potential customers
- This type of representative can cover a variety of businesses and sell products
- The retail representative can be assigned to a store on a temporary basis for a special project or assigned to the area on a permanent basis