

MOHAMED FATHY SAYED

 Riyadh, Saudi Arabia  +966 538773720  mohmd.fathy20@icloud.com

Professional Summary

Results-driven **Sales Manager** with over 14 years of progressive experience in furniture retail and showroom operations across Egypt and Saudi Arabia. Proven track record in **sales growth**, **team leadership**, and **customer relationship management**. Adept at driving revenue through strategic planning, CRM utilization, and delivering exceptional client experiences.

Career Objective

Seeking a challenging role within a progressive organization where I can leverage my extensive sales experience and relationship-building skills to drive revenue growth. I aim to contribute to the company's success through a customer-centric approach and fostering lasting partnerships.

Education

Bachelor's Degree in Social Work

Professional Experience

Showroom Manager

Al-Omar Furniture Company – Dammam / Riyadh, Saudi Arabia | **2024 – Present**

- Oversee daily operations and team performance to ensure sales targets are consistently achieved.
- Implement visual merchandising strategies to enhance customer engagement and product appeal.
- Manage customer escalations and ensure satisfaction through proactive solutions.

Showroom Manager

Al-Omar Furniture Company – Jeddah, Saudi Arabia | **2023 – 2024**

- Supervised a team of sales representatives and coordinated training for new employees.
- Analyzed sales data to optimize inventory and sales strategies.
- Boosted showroom sales through client outreach and loyalty initiatives.

Deputy Showroom Manager

Al-Omar Furniture Company – Jeddah, Saudi Arabia | **2022 – 2023**

- Supported the manager in supervising operations and staff performance.
- Managed client communications and followed up on large-scale orders.

Sales Representative

Al-Omar Furniture Company – Jeddah, Saudi Arabia | **2020 – 2022**

- Engaged with customers to understand their needs and offer personalized product recommendations.
- Achieved and surpassed monthly sales targets consistently.

Sales Representative

Al-Omar Furniture Company – Riyadh, Saudi Arabia | **2017 – 2020**

Supervisor

Istkbal Furniture Company – City Stars, Egypt | **2016 – 2017**

Sales Representative

Istkbal Furniture Company – City Stars, Egypt | **2015 – 2016**

Sales Representative

White House Furniture Company – City Stars, Egypt | **2010 – 2014**

Skills	Technical Proficiency
- Customer Relationship Management - Sales Strategy & Execution - Team Leadership & Training - Negotiation & Closing Deals - Product Knowledge & Upselling - Time Management & Organization - Problem Solving & Adaptability	- CRM Platforms: Salesforce, HubSpot - Sales Analytics: Google Analytics, Tableau - Microsoft Office Suite: Word, Excel, PowerPoint - Email Marketing: Mailchimp, Constant Contact - Social Media Tools: LinkedIn, Twitter - E-commerce & Online Sales Tools - Virtual Communication: Zoom, Microsoft Teams

Languages

Arabic: Native | **English:** Good (Speaking & Writing)