

Karim Al-Adawi

Sales Team Leader



CONTACT



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Egypt / UAE

EDUCATION

Faculty Of Law
Mansoura University

2017-2021

SKILLS

- Sales Team Leadership & Coaching
- Business Development & Customer Acquisition
- Sales Strategy & Revenue Growth
- Branch Management & Operations
- Real Estate & Service Sales Expertise
- Government Relations & Client Relationship Management (CRM)
- Negotiation & Communication Skills
- Proficiency in Computer & Design Software

(Photoshop – InDesign)

LANGUAGES

Arabic
English

SUMMARY

Sales Team Leader with over 12 years of proven experience in sales, business development, real estate, and services across Egypt and the UAE. Skilled in leading and motivating teams, developing sales strategies, building client relationships, and driving consistent revenue growth. Strong expertise in branch management, customer acquisition, and government relations.

EXPERIENCE

SALES TEAM LEADER

El Shakaa Documents Clearing Services | UAE Jun 2024 – Aug 2025

- Led and supervised the sales team to achieve company targets.
- Developed strategies to attract and acquire new clients in the services sector.
- Coordinated with governmental and private entities to support business development.

BRANCH MANAGER

Jebal Real Estate Development | Egypt Jan 2022 – May 2024

- Managed daily branch operations and directed the sales team.
- Implemented sales strategies and achieved revenue objectives.
- Built and maintained long-term client relationships to expand the customer base.

SALES TEAM LEADER

Knooz Misr Real Estate Marketing | Egypt Jun 2021 – Oct 2021

- Supervised and motivated the sales team to achieve sales goals.
- Trained and coached new sales staff to improve performance.
- Boosted company sales growth in a competitive real estate market.

SENIOR SALES

Safwa Urban Development | Egypt 2017 – Apr 2021

- Handled high-value property transactions and managed key clients.
- Mentored junior sales executives and supported team development.
- Consistently exceeded sales targets and ranked among top performers.

SALES EXECUTIVE

CorefixDigital Solutions | Egypt 2016 – 2017

- Promoted and sold digital solutions and software services.
- Maintained client satisfaction and developed lasting partnerships.
- Contributed to team success by meeting collective sales targets.

SALES EXECUTIVE

Bayt El Asnan Dental Center | Egypt 2013 – 2015

- Promoted dental services and treatment packages to individual and corporate clients.
- Built strong client relationships ensuring repeat business.
- Achieved consistent sales growth and customer retention.

GRAPHIC DESIGNER

El Shaer Advertising Agency | Egypt 2011 – 2013

- Designed advertising campaigns and promotional materials.
- Collaborated with clients to deliver customized branding solutions.
- Supported agency growth through creative and sales initiatives.