



MOHAMED ABDELMAGEID ABOKOTA

Business Developer (Sales Representative)

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📅 Date of Birth: 2, 24, 1996

📍 Tanta, Gharbia

EDUCATION

Bachelor of Commerce
Accounting Department
2018
Grade: Good

LANGUAGES

- ENGLISH
- ARABIC

COMPUTER

- WINDOWS: PROFICIENT IN ALL WINDOWS VERSIONS
- MICROSOFT OFFICE: SKILLED IN ALL OFFICE VERSIONS

SKILLS

- Communication
- Time Management
- Teamwork
- Problem-solving
- Critical thinking
- Leadership
- Decision-making
- Organization

ABOUT ME

Seeking for an opportunity To employ my knowledge and experience with the intention of securing a professional career with opportunity for challenges and career advancement, while gaining knowledge of new skills and expertise.

WORK EXPERIENCE

Business Developer for Key Accounts 2022–Present
(Key Account Representative)

Ibn Sina Pharma

1. **Key Account Management:** Proven expertise in nurturing and managing relationships with major clients, ensuring their satisfaction and loyalty.
2. **Strategic Business Development:** Developing and implementing strategic plans to expand business with key accounts, driving revenue growth and market share.
3. **Customer Retention:** Implementing strategies to retain key clients, addressing their needs, and ensuring a high level of customer satisfaction.

Business Developer (Retail Sales Representative) 2020–2022

Ibn Sina Pharma

1. **Retail Sales:** Demonstrated success in selling products within the retail sector, meeting sales targets and contributing to revenue growth.
2. **Customer Relationship Management:** Building and maintaining strong relationships with retail clients, ensuring client satisfaction and fostering long-term partnerships.
3. **Product Knowledge:** In-depth understanding of the products offered by Ibn Sina Pharma, enabling effective communication and sales presentations.

Financial Collector Super Key Account 2018–2020

Ibn Sina Pharma

1. **Accounts Receivable Management:** Proficient in overseeing and optimizing the company's receivables, ensuring timely and accurate collections.
2. **Debt Collection:** Adept at implementing effective debt collection strategies to recover outstanding balances, minimizing financial risks.
3. **Super Key Account Handling:** Skilled in managing key accounts with a focus on fostering strong relationships, meeting client needs, and driving revenue growth.
4. **Financial Analysis:** Capable of conducting in-depth financial analysis to assess the financial health of clients, identify trends, and make informed decisions.

COURSES

Microsoft Office Specialist course