

Ahmed Tarek

Sales force

About Me

I am always working to develop myself in the sales and marketing fields

I worked in most sales jobs

I have been working in the real estate market since **2018**

I made a lot of sales

Married and have **2** children

I live in the new capital

Expertise Skill

Leadership and team management skills

Effective communication

Ability to clearly communicate goals and strategies to the sales team.

Encouraging the team to achieve the best performance through continuous motivation with achievements.

Dealing with challenges facing the team and customers

High-level negotiation skills to successfully close deals.

Familiarity with local market trends, customer needs, and real estate prices.

Develop sales plans based on market analyzes and specific goals.

Understanding and Flexibility: Listen to key customers who respond flexibly

Conveying trust to clients and the team.

Dealing with different personalities and understanding their needs.

Ability to work under pressure: Maintaining high performance even in difficult situations.

: Providing innovative solutions to attract clients and increase sales.

Self-development: Continuous learning and adapting to changes in the market.

Understanding local real estate contracts and laws to provide accurate advice to clients and avoid disputes.



Education & courses

- **2008-2014 Bachelor of Laws, Zagazig University**
 - Smart Selling (Select Center)
 - English course - private-
 - ICDL Micro soft office
- **Certificate** Real Estate Sales and Investments (Recap)
- **Certificate** digital marketing real estate (Recap)
- **Certificate** real estate Sales management (Recap)

Work Experience

- **Sales Representative****
 - ***Al-Shifa Pharmacy** – Sharm El Sheikh*
 - ****Period:** 2012 – 2013**
 - ****Responsibilities:**** Providing customer service, managing product displays, monitoring inventory, and achieving daily sales targets.
- **Assistant Pharmacy Manager****
 - ***Hamdi Pharmacy** – Tor Sinai*
 - ****Period:** 2013 – 2014**
 - ****Responsibilities:**** Overseeing daily pharmacy operations, supervising staff, and ensuring customer satisfaction.
- **Sales Representative****
 - ***United Pharmaceuticals UCTD** – Zagazig*
 - ****Period:** 2014 – 2015**
 - ****Responsibilities:**** Promoting pharmaceutical products, building strong customer relationships, and expanding market share.

Contact Me



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Work Experience

4. ****Key Accounts Sales Supervisor****

- ***United Distribution UCTD– Suez/10th of Ramadan/El Shorouk/Obour/Mansoura/Ismailia***

- ****Period:** 2015 – 2016**

- ****Responsibilities:**** Managing relationships with key accounts, developing sales strategies, and achieving team objectives.

5. ****Sales Supervisor****

- ***Bobana Cosmetics – Eastern Sector, Cairo***

- ****Period:** 2016 – 2017**

- ****Responsibilities:**** Training sales teams, supervising sales activities, and driving revenue growth.

6. ****Sales Representative****

- ***ARC-CIV Contracting & Finishing – El Shorouk***

- ****Period:** 2017 – 2018**

- ****Responsibilities:**** Providing finishing services to clients, monitoring project progress, and achieving sales goals.

7. ****Junior Sales Representative****

- ***HMD Real Estate Development – New Cairo***

- ****Period:** 2018 – 2019**

- ****Responsibilities:**** Promoting real estate projects, building a client base, and meeting sales objectives.

8. ****Senior Sales Representative****

- ***One Real Estate Development – New Cairo***

- ****Period:** 2019 – 2020**

- ****Responsibilities:**** Leading sales operations, mentoring junior staff, and exceeding monthly sales targets.

9. ****Senior Sales Representative****

- ***Ontario Real Estate Development – New Capital***

- ****Period:** 2020 – 2021**

- ****Responsibilities:**** Providing investment solutions, achieving sales goals, and developing sales strategies.

10. ****Senior Sales Representative / Team Leader****

- ***Maskoon Real Estate Development – New Cairo***

- ****Period:** 2021 – 2022**

- ****Responsibilities:**** Leading the sales team, implementing development strategies, and maximizing profitability.

11. ****Sales Supervisor****

- ***Valor Real Estate Brokerage – Sheraton Branch (Egypt Only)***

- ****Period:** 2022 – 2023**

- ****Responsibilities:**** Overseeing sales operations, offering consultations to clients, and achieving team objectives.

12. ****Sales Manager****

- ***Havenia Real Estate Development – New Cairo***

- ****Period:** 2023 – 2024**

- ****Responsibilities:**** Managing the entire sales team, setting strategic goals, and ensuring top performance.

Many thanks for reading and caring.