

AHMED YEHIA GHANIMA

Sales

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Dubai



EXPERIENCE

Sales Officer

Sulfah 2024 - Present Abu Dhabi
* Sales: Actively promote and sell personal finance products to potential clients.
* Customer Service: Provide excellent customer service, including assessing client needs and processing loan applications.
* Sales Targets: Achieve and exceed assigned sales targets.

Sales

Extra Stores 10/2023 - 07/2024 Saudi Arabia
* Sales Expertise: Proven track record in electronics sales and target achievement.
* Customer Focus: Building strong relationships and providing tailored solutions.
* Product Knowledge: Deep understanding of tech products and offering expert advice.

Sales

Art corner 10/2020 - 06/2021 Sharm Elsheikh _ Egypt
* Sales and Marketing: Promoting and selling tourist souvenirs.
* Customer Service: Providing excellent customer service and meeting customer needs.
* Product Knowledge: Offering detailed information about products.
* Customer Experience: Enhancing the overall shopping experience.

Sales

Peace market bazar 06/2021 - 05/2022 Sharm Elsheikh _ Egypt
* Sales and Marketing: Promoting and selling tourist souvenirs.
* Customer Service: Providing excellent customer service and meeting customer needs.
* Product Knowledge: Offering detailed information about products.
* Customer Experience: Enhancing the overall shopping experience.

Sales

Marwan Hyper Market 11/2018 - 09/2020 Egypt
* Achieve Sales Targets: Meeting and exceeding monthly sales goals.
* Enhance Customer Experience: Providing excellent customer service and ensuring satisfaction.
* Inventory Management: Efficiently managing stock and creating appealing displays.

Sales Host

Ancient Treasures 06/2017 - 10/2018 Sharm elsheikh _ Egypt
* Exceptional Customer Service: Providing top-tier service and building strong customer relationships.
* Effective Communication: Clearly presenting and explaining services to attract and persuade customers.
* Sales Acumen: Consistently exceeding sales targets through persuasive techniques and promotions.

Sales

Sabaya Women Fashion 05/2014 - 04/2016 Alexandria _ Egypt
* Product Knowledge: Extensive knowledge of current fashion trends and merchandise.
* Customer Service: Providing exceptional customer service and style advice.
* Communication Skills: Possessing strong interpersonal and teamwork skills.
* Sales Focus: Demonstrated ability to meet and exceed sales targets.

EDUCATION

Arts

Kafrelsheikh University 01/2016 - 01/2021 Kafr Elsheik _ Egypt

SUMMARY

Experienced in building client relationships, skilled in negotiation, possess excellent communication skills, and am goal-oriented.

LANGUAGES

Arabic Native ●●●●●
English Proficient ●●●●●
Russian Intermediate ●●●●●

SKILLS

- Communication Skills: This includes active listening, articulating ideas clearly, and effective verbal and written communication.
- Negotiation Skills: Being able to negotiate effectively to reach win-win agreements with customers.
- Product Knowledge: Understanding the product or service you are selling inside and out to address customer needs and objections.
- Building Relationships: Developing and maintaining strong relationships with clients and customers.
- Problem-Solving Skills: Being able to identify customer pain points and provide solutions.
- Time Management: Prioritizing tasks and managing time efficiently to maximize productivity.
- Resilience: Handling rejection and overcoming setbacks in a positive manner.
- Confidence: Having belief in yourself, your product, and your abilities.
- Adaptability: Being able to adjust your approach based on the needs of the customer or the situation.
- Closing Skills: Effectively guiding the customer through the buying process to secure the sale.
- Listening Skills: Paying attention to customer needs and feedback to tailor your approach accordingly.