

# AMR HAMED

Sales Manager | +6 years experience



0551171255



amrhamed00091@gmail.com



UAE



Residency: Valid

## Education

### Bachelor of Information Technology at M.E.T

Egypt Higher Institute of Engineering & Technology, Mansoura  
2018

## Language

English (Upper Intermediate B2)



## Achievements

Recognized for achieving the **highest sales growth in the delta region**, contributing to a **200 million** in yearly revenue at Egypt Holland For Cutting & Converting Paper.

## Skillset



## Career Summary

"Experienced Sales Manager with +6 years of experience in Sales and account management, bringing proven track records of achieving over-performance targets with a customer-centric approach. My main goal is increasing revenue and market shares while building long-term partnerships with customer base. Highly analytical with excellent communication and negotiation skills. My skills in inventory management and strategic planning have consistently contributed to business growth"

## Experience

### Sales Manager | Jan 2020 - Feb 2025

Egypt Holland For Cutting & Converting Paper | Egypt

- Achieved annual revenues of 200 million through communicating with vendors
- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands the company's customer base and ensures its strong presence
- Own recruiting, objectives setting, coaching, and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue, and expense reports and realistic forecasts to the management team
- Foster an environment of continuous learning through training & coaching 10 individuals annually, through product demonstrations & peer to peer learning
- Merchandise new receipts, process damages, testers and select merchandise to return to vendors, as well as providing pricing offers and creating quotations

### Sales Representative | Nov 2018 - Jan 2020

Egypt Holland For Cutting & Converting Paper | Egypt

- Providing product demonstrations to customers, and resolve any complaints
- Analyzing sales team performance & scheduling training sessions accordingly.
- Conducting market research and sharing findings with the team.
- Working alongside the team to draw up strategies to increase customer base.
- Providing accurate sales forecasts and allocating resources so targets are met.
- Managing a network of vendors and suppliers.
- Maintaining excellent relationships with customers that are built on trust, and encouraging the rest of the sales team to follow this example.
- Documents sale by creating or updating customer profile records.
- Keeps clientele informed by notifying them of preferred customer sales and future merchandise of potential interest.

### Assistant Branch Manager | May 2017 - Feb 2018

Ravin | Egypt

- Assisted in planning and implementing strategies to attract customers
- Coordinate daily customer service operations (e.g. sales processes, orders and payments)
- Tracked the progress of monthly, quarterly and annual objectives
- Monitored retail operating costs, budgets, resources, & maintain store inventory
- Analyzed consumer behavior and adjust product positioning
- Researched emerging products & use information to update merchandise

### Branch Manager | March 2015 - May 2017

Different Clothing Store | Egypt

- Managed a team of 15 staff members, resulting in a 20% increase in team productivity and a 10% decrease in staff turnover.
- Managed a budget of \$1M, resulting in a 5% increase in revenue and a 10% decrease in expenses.
- Monitor & analyze branch performance metrics to identify areas of improvement
- Manage branch staff, including recruitment, training, and performance management, as well as oversee financial transactions