

ANAS OSAMA AFIFI

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Abu Dhabi, UAE

15 Dec 1999 - Egyptian - Single



SUMMARY

Dedicated professional with a strong focus on customer satisfaction and business success. Skilled in communication, negotiation, and problem-solving, with an adaptable and team-oriented mindset. Committed to achieving sales goals efficiently, delivering accurate reporting, and supporting operational productivity. Seeking opportunities to make meaningful contributions to organizational growth.

PROFESSIONAL EXPERIENCE

Sales Specialist

May 2025 Till Present

De-Fire, Abu Dhabi, UAE

Key Responsibilities:

- Sell and promote fire alarm, suppression, firefighting, and security systems to contractors, consultants, and end-users
- Build and maintain strong client relationships, offering solutions tailored to project requirements
- Prepare and deliver proposals, negotiate terms, and close sales to meet revenue goals
- Coordinate with technical and operations teams to ensure smooth execution and client satisfaction
- Stay updated on local fire safety codes and ensure compliance in all offerings
- Grow the client base through site visits, outreach, and participation in industry events

Sales Representative

JUL 2023 Till APR 2025

Almatgar Alwatany Food and Beverages, Cairo, Egypt

Key Responsibilities:

- Develop and implement strategic sales plans to attract and retain clients.
- Identify customer needs and tailor solutions to address them effectively.
- Source new sales opportunities and close deals to meet or exceed quotas.
- Handle complaints and objections with professionalism to ensure customer satisfaction.
- Process orders using updated price lists and product literature.

Procurement Trainee

JAN 2023 Till JUN 2023

Friends Air, General Contracting & Air Conditioning, Cairo, Egypt

Key Responsibilities:

- Assisted in purchasing electronic accessories and related components.
- Supervised maintenance processes to ensure quality and efficiency.

SKILLS

- ✓ Exceptional communication and negotiation abilities
- ✓ Strong interpersonal and teamwork skills
- ✓ Problem-solving expertise and adaptability
- ✓ Proficient in university-level work and research
- ✓ Technologically adept with excellent computer literacy
- ✓ Perfect Sales Skills

COURSES

- ✓ **ICDL CERTIFICATE** - JAN 2020
- ✓ **CCTV EDUCATION AND TRAINING CERTIFICAT** - AUG 2022
- ✓ **DIGITAL MARKETING COURSE** - FEB 2025

LANGUAGE

Arabic: Mother Tongue

English: Good

EDUCATION

Bachelor Degree Management Information Systems ‘**City Academic College**’- Cairo, Egypt 2023

References are available on request.