



Mohammed Nabil Abdulhamid

Personal Details

Name: Mohammed Nabil Abdulhamid

Marital status: Single

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Personal Summary

Seeking a challenging position in a prestigious organization in the field, aiming for professional career advancement by learning new technologies to utilize experience and to contribute the success of the workplace.

Education Qualification

Cairo University

Bachelor's in business administration in accounting – (2015 to 2018)

Grade: Very good

- Summer training project at Banque Misr
 - Cib summer internship
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Work Experience

Sales Executive (Personal Finance) Al Hilal Bank – UAE – Abu Dhabi (15 August –Till Date)

- meeting with clients virtually or during sales visits
 - demonstrating and presenting products
 - establishing new business
 - maintaining accurate records
 - attending trade exhibitions, conferences and meetings
 - reviewing sales performance
 - negotiating contracts and packages
 - Working towards monthly or annual targets.
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Sales manager Andalus Co. For Pharmaceutical Trade and Distribution (December 2020- June 2022)

- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
- Meeting planned sales goals.
- Setting individual sales targets with the sales team.
- Tracking sales goals and reporting results as necessary.
- Overseeing the activities and performance of the sales team.
- Coordinating with marketing on lead generation.
- The ongoing training of my salespeople.
- Developing my sales team through motivation, counselling, and product knowledge education.
- Promoting the organization and products.
- Understand our ideal customers and how they relate to our products.

Sales Representative Andalus Co. For Pharmaceutical Trade and Distribution (JUL 2017 – December 2020)

- Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Understanding and promoting company programs.
- Obtaining deposits and balance of payment from clients.
- Preparing and submitting sales contracts for orders.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records.
- Answering client questions about credit terms, products, prices, and availability.

Customer Service Representative Orange (JUL 2016 – August 2017)

- Take customer calls and provide accurate, satisfactory answers to their queries and concerns
- De-escalate situations involving dissatisfied customers, offering patient assistance and support
- Call clients and customers to inform them about the company's new products, services and policies
- Guide callers through troubleshooting, navigating the company site or using the products or services
- Review customer or client accounts, providing updates and information about billing, shipping, warranties and other account items
- Collaborate with other call centre professionals to improve customer service
- Help to train new employees and inform them about the company's customer management policies

CERTIFICATIONS

Training courses in Microsoft Office Applications (Excel & Word) - Issued in 2010

SKILLS

- Proficiency in MS Office
- Excellent verbal and written communication skills
- Strong listening skills
- Strong sales and cold calling skills
- Excellent multitasking skills
- Strong presentation skills
- Ability to work well in a fast-paced environment
- Excellent customer service skills
- Ability to work under pressure
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
- Experience in customer relationship management.
- Experience managing and directing a sales team.