

# MOHAMED ABD ELHAMED

## Telemarketing Specialist & Sales Representative



I am a sales and marketing professional with over 10 years of experience in driving revenue growth across various industries. Skilled in developing effective marketing strategies and building strong client relationships, I have a proven track record of success in both telemarketing and direct sales. Currently, I focus on enhancing brand visibility and student enrollment at El Fanar Institute. I am committed to continuous improvement and adapting to market trends.

### Work Experience

#### Telemarketing Specialist May 2024 - Present

Money Concepts , Abu Dhabi, UAE

- Marketed banking services for Dubai Islamic Bank and Sharjah Islamic Bank via phone.
- Achieved a consistent sales conversion rate through effective communication and relationship-building.
- Monitored and reported on campaign performance metrics for continuous improvement.

#### Telemarketing Specialist March 2024 - May 2024

ATA , Abu Dhabi, UAE

- Promoted banking services for Abu Dhabi Islamic Bank through targeted telemarketing efforts.
- Developed scripts and training materials for new team members to ensure consistent messaging.
- Analyzed customer responses to refine sales tactics and improve outreach effectiveness.

#### Sales and Marketing 2023 - 2024

El Fanar Institute for Courses and Training , Abu Dhabi, UAE

- Develop and implement marketing strategies to enhance course enrollment and brand visibility.
- Conduct market research to identify new opportunities and optimize service offerings.
- Collaborate with cross-functional teams to create promotional materials and campaigns.

#### Sales and Marketing 2022 - 2023

El Masa Company for Medical Products , Egypt

- Led marketing initiatives to promote medical products, resulting in a 15% increase in sales.
- Established and maintained relationships with key clients and healthcare professionals.
- Analyzed market trends to inform product development and sales strategies.

#### Sales and Marketing 2020 - 2022

Egypt Pack for Paper and Packaging Products , Egypt

- Executed sales strategies that improved customer acquisition and retention rates.
- Managed social media campaigns that increased brand engagement by 20%.
- Provided insights for product enhancements based on customer feedback.

### Contact

+971504071904\ +971566334270  
mohamedelgama15259@gmail.com.  
Abu Dhabi , UAE

### Residency Status

- Residency Valid Until: February 2026
- Status: Active

### Skills

- Strategic Marketing
- Market Research and Analysis
- Client Relationship Management
- Telemarketing and Sales Techniques
- Campaign Development and Execution

### Technical Skills

- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint, Outlook)
- Internet Research and Browsing Expertise

### Languages

- Arabic (Fluent)
- English (Good)

### Education

- Bachelor of Commerce
- Tanta university, Egypt

## **Sales and Marketing**

**2014 - 2018**

El Rawda Company for Medical Supplies and Cosmetics , Egypt

- Developed and executed sales strategies that increased market share and boosted revenue.
- Built strong relationships with healthcare professionals and clients to drive product awareness and loyalty.
- Conducted market research to identify trends and customer preferences, informing product development.

### **Practical Skills**

- **Sales Strategy Development:** Expertise in creating and implementing effective sales strategies to drive revenue growth.
- **Market Research and Analysis:** Proficient in analyzing market trends and customer needs to inform product offerings.
- **Client Relationship Management:** Strong ability to build and maintain lasting relationships with clients to ensure satisfaction and loyalty.
- **Telemarketing and Communication:** Skilled in telemarketing techniques with a focus on persuasive communication and lead conversion.
- **Campaign Development:** Experience in designing and executing marketing campaigns that enhance brand visibility and engagement.