

Yasser Awad Youssef Mohamed



Personal Information:

- Date of Birth: 20th November 1982.
- Nationality: Egyptian.
- Marital status: Married.
- Address: Villa 58 El Banafseg 6 – New Cairo – Egypt
- Mobile: 01000775183
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Professional Summary:

- Sales and Accounts controller with 13+ years of experience at different finishing, interior design and construction companies.

Work Experience:

- **Sales Manager at New smart company:** From June 2020 till Now.

Job Responsibilities:

- Achieving the sales department's target.
- Motivate the agents to close sales.
- Develop effective training programs that teach agents how to acquire customers, negotiate deals, and secure financing and complete paperwork for the sale.
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Participate in key result area and key performance indicator review processes to establish areas for improvement.
- Attend association meetings to receive the latest information on housing regulations and legislation that affects the industry.
- Set weekly, monthly and yearly monetary goals for the agents to achieve. These goals are tracked through sales meetings that are conducted by the manager.
- Achieving growth and hitting sales targets by successfully managing the sales team.
- Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence.
- Discuss whether or not the sales team, as a whole, is meeting goals.
- Oversee the sales agent team and handle any issues that arise, as well as to make sure sales goals are met.
- Offer incentives and reward teams that reach their goals.

- Identify emerging markets and market shifts while being fully aware of new products and competition status.
 - Present sales, revenue and expenses reports and realistic forecasts to the management team.
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- **Sales Manager at Hills Construction:** From June 2015 till April 2020.
 - **Sales Section Head at Elsallab Company:** From Aug 2013 to June 2015.
 - **Sales Supervisor at Bloom Bank Egypt:** From Jan 2011 to May 2013.
 - **Sales Agent at Alico Company:** From Mar 2010 to Dec 2010.
 - **Sales Supervisor at Speed Cars Company:** From Jan 2007 to Feb 2010.
 - **Sales Executive at El Revera tourism company:** From May 2005 to Dec 2007.

Education:

- 2001 - 2005
- El Madina Academy / Ain Shams University.
- B.Sc. of Computer Science and systems Administration.
- Grade: Good.

Languages:

- English: Good knowledge of writing and speaking. - Arabic: Native.

Computer skills:

- Very Good user of MS office package (Excel, Word, PowerPoint, Outlook, etc).

References& certificates:

- Upon request.