

hossam88hj@gmail.com



00966500027580



Khaleej Rd Dammam, Eastern
Province, 31518



HOSSAM OMAR

Area Sales Manager

EDUCATION

CAIRO UNVIERSITY

Giza, Cairo

**Faculty Of Commerce Business
Administration - Finance (Jul
2009)**

ADDITIONAL SKILLS

Self-motivated Client
development

Account development Powerful
negotiator

Proficiency with CRM systems
Highly competitive Team
leadership

CAREER OBJECTIVE

Hard-working professional with 8.5+ years of experience and a proven knowledge of account development, brand management, and client relations. Aiming to leverage my skills to successfully fill the Sales Manager role at your company.

PROFESSIONAL EXPERIENCE

AREA SALES MANAGER&BRAND MANAGER

**AL GHAMDI COMPANY FOR SANITARY WARES, Dammam, Eastren / MAR
2019 – Present**

- Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.
- Answer customers' questions about products, prices, availability, or credit terms.
- Quote prices, credit terms, or other bid specifications.
Emphasize product features based on analyses of customers' needs and on technical knowledge of product capabilities and limitations.
- Reviewed and schedule and performed initial interview for prospective employees.
- Assembled and schedule training crews to assist with new opening; also act as on-site trainer.

AREA SALES MANAGER

SUPIC FACTORY, Dammam, Eastren / May 2017 – MAR 2019

- Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.
- Answer customers' questions about products, prices, availability, or credit terms.
- Quote prices, credit terms, or other bid specifications.
- Emphasize product features based on analyses of customers' needs and on technical knowledge of product capabilities and limitations.
- Negotiate prices or terms of sales or service agreements.
- Maintain customer records, using automated systems.
- Prepare sales contracts for orders obtained, and submit orders

for processing.

- Select the correct products or assist customers in making product selections, based on customers' needs, product specifications, and applicable regulations.
- Collaborate with colleagues to exchange information, such as selling strategies or marketing information.
- Prepare sales presentations or proposals to explain product specifications or applications.
- Provide customers with ongoing technical support.
- Visit establishments to evaluate needs or to promote product or service sales.
- Recommend ways for customers to alter product usage in order to improve production.
- Provide feedback to product design teams so that products can be tailored to clients' needs.

SALES EXECUTIVE

Mas Interior Design Factory , Khobar, Eastern Province / May 2014 – Apr 2017

- Plan and modify product configurations to meet customer needs.
- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
- Secure and renew orders and arrange delivery.
- Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions.
- Provide technical and non-technical support and services to clients or other staff members regarding the use, operation, and maintenance of equipment.

SHOWROOM SALES

AL Mutawa Group, Dammam, Eastern / Apr 2013 – Apr 2014

- Describe merchandise and explain use, operation, and care of merchandise to customers.
- Answer questions regarding the store and its merchandise.
- Prepare sales slips or sales contracts.
- Maintain knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
- Maintain records related to sales.

SALES

Vodafone, Cairo, Cairo / Mar 2012 – Feb 2014

- Sell products being promoted and keep records of sales.
- Suggest specific product purchases to meet customers' needs.
- Identify interested and qualified customers to provide them with additional information.

REFERENCES

References available upon request