

MOHAMED IBRAHIM ELSHAZLY

SALES REPRESENTATIVE



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About Me

- Results-oriented Sales Representative with extensive experience in the automotive sales industry. Proven ability to drive revenue growth, establish client trust, and close high-value deals. Adept at customer relationship management, handling sales negotiations, and promoting brands via both direct interaction and digital channels. Skilled in managing client portfolios, delivering excellent service, and working under pressure to meet targets.

Experience

- **Sales Supervisor**
 - **Dhil Aljazeera Cars – Saudi Arabia**
 - **2023 – Present**
 - Supervised sales operations and mentored team members to improve performance.
 - Assisted customers with vehicle selection and financing options.
 - Ensured excellent after-sales follow-up and satisfaction.
 - Collaborated with marketing to align on promotions and offers.
 - **Achievements:**
 - Built strong relationships with high-value clients.
 - Contributed to consistent monthly sales target achievement.
- **Senior Sales Representative**
 - **Auto Samir Rayan**
 - **Jan 2023 – Jul 2023**
 - Delivered tailored solutions to clients and provided detailed product consultations.
 - Maintained updated customer databases and followed up with leads.
 - Supported showroom operations and walk-in inquiries.
 - Contributed to launching promotional campaigns.
 - **Achievements:**
 - Successfully maintained customer satisfaction and loyalty.
 - Enhanced customer engagement through personalized service.

Experience

- **Senior Sales Representative**
 - **Abaza Auto Trading**
 - **2020 – 2022**
 - **Responded to customer inquiries via chat, phone, and email.**
 - **Attended to walk-in customers and gave showroom tours.**
 - **Reached out to local communities with group discount offers.**
 - **Managed social media content and car model promotions.**
 - **Achievements:**
 - Improved online visibility and customer reach through digital campaigns.
 - Strengthened customer acquisition and retention strategies.
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- **Senior Sales Representative**
 - **Abaza Auto Trade**
 - **2014 – 2020**
 - Handled end-to-end customer consultations and financing assistance.
 - Managed stock display and coordinated with procurement for availability.
 - Ensured accurate documentation and contract processing.
 - Maintained regular follow-up with prospects and clients.
 - **Achievements:**
 - Played a key role in maintaining loyal customer base.
 - Improved customer experience through organized workflow.
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- **Sales Representative**
 - **El Bostan Auto**
 - **2013 – 2014**
 - Supported daily operations in the showroom.
 - Facilitated sales and ensured smooth transaction processing.
 - Assisted in the preparation of vehicle displays and promotions.
 - Engaged with walk-in customers and advised on available models.
 - **Achievements:**
 - Contributed to increased monthly car sales.
 - Strengthened showroom branding with excellent service.
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- **Sales Representative**
 - **El Shamsy for Trade**
 - **2012 – 2013**
 - Delivered excellent customer support during sales cycles.
 - Handled administrative duties for sales transactions.
 - Collaborated with team to meet store targets.
 - Participated in inventory checks and updates.
 - **Achievements:**
 - Gained foundational experience in customer handling.
 - Developed communication skills and sales confidence.

Key Skills

- B2C Sales & Customer Engagement
 - Automotive Product Knowledge
 - CRM & Microsoft Dynamics
 - Negotiation & Deal Closure
 - Verbal & Written Communication
 - Time Management & Leadership
 - Team Collaboration
 - Social Media Promotion
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Key Highlights

- Over 10 years of experience in the automotive sales sector
 - Skilled in both showroom and online-based customer acquisition
 - Proven record of maintaining client satisfaction and repeat business
 - Effective in training new staff and leading sales teams
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Career Goals

- To grow within a reputable company that values performance and leadership
 - To become a regional sales manager and lead strategic sales operations
 - To enhance skills in digital automotive marketing and CRM tools
 - To continuously exceed sales targets and provide excellent customer care
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Education

- Bachelor of Law – Ain Shams University
 - Faculty of Law
 - Graduation Date: May 2011
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Certifications & Training

- Sales Skills Training – Ghabour Academy
 - Technical Sales Recommendations – Abaza Auto Trade
 - Microsoft Dynamics CRM – User Training
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Languages

- Arabic – Native
- English – Good