

Eslam hamed ragheb

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OBECTIVE

Looking for a challenging position where I can benefit from my education, my experience, and gain new experiences.

EDUCATION

2021 Bachelor of Accounting (Minor: Accounting and Finance), Faculty of Commerce, Cairo University,.

SKILLS

Computer Skills:

Very Good Knowledge of Microsoft Office (windows, word, excel, access, PowerPoint, and internet).

SAP User

Language skills:

Native Language Arabic.

English Good

Experience

• AL Rassam company auto spare parts

Saudi Arabia

Chinese auto parts

Changan -Haval- MG- Geely- Cherry

Mar 2024: Till Present

Present **Present**

o Wholesale Sales Executive

Develop and maintain relationships with wholesale clients .

- Act as the primary contact for client inquiries and support.
- Identify new wholesale opportunities and markets.
- Conduct market research to understand trends and competitors.
- Prepare and present sales presentations.
- Oversee order entry, tracking, and fulfillment.
- Sourcing and appropriate spare parts
- And accessories vehicles from catalogs .
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- Analyze sales data for trends and growth opportunities.
- Resolve client issues and concerns
- Built and maintained strong relationships with key wholesale clients to understand their needs and deliver consistent, high-quality service
- Developed and implemented sales strategies to meet and exceed monthly and quarterly sales targets, driving revenue growth
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- Conducted market research to identify business opportunities, emerging trends, and competitor activities, optimizing sales strategies
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- Oversaw order processes, including quoting prices, processing orders, and ensuring timely delivery of automotive spare parts

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- Maintained comprehensive product knowledge, staying updated on new spare parts and educating clients on product features
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- A Part Auto

Mar 2021:

Sales executive

- Prepare and present sales presentations.
 - Oversee order entry, tracking, and fulfillment.
 - Maintain deep knowledge of products and services.
 - Resolve client issues and concerns
- Built and maintained strong relationships with key wholesale clients to understand their needs and deliver consistent, high-quality service
Developed and implemented sales strategies to meet and exceed monthly and quarterly sales targets, driving revenue growth

COURSES & TRAINING

Sales Representative at spar parts (Oct 2020 – Oct 2021)

2-Spare parts kai and Hyundai (2020)

3- Intern at Toyota Egypt (2018)

INTERESTS

- Reading, playing football, Walking, Surfing Internet, Follow-up news.

PERSONAL CAPACITY

- Seek to know and learn Ambition, Replace confident, and Flexibility.
- Coordination abilities, Ability to focus on high,
- Dealing with conflict, Ability to work under pressure.

PERSONAL INFORMATION

Date of Birth 21/2/1991

Military Status: Ended military service