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# Islam Hamed Ragheb

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## Professional Summary

Aiming for a career in my profession field will offer opportunity to succeed in an environment of growth and excellence and earn a job which provides me job satisfaction and self-development and help me achieve personal as well as organization goals.

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## Experience

### SPARE PARTS REPRESENTATIVE

**AT: AL RASSAM (CHINEES SPARE PARTS) LOCATION: SAUDI ARABIA, RIYADH. FROM: DECEMBER 2023 – PRESENT**

#### Key Responsibilities:

- Develop and implement Sales strategies to achieve monthly and annual Sales targets.
- Build and maintain a strong relationship with Key Accounts and clients:
- Follow-up on parts back-orders so that Customers Receive timely information on the status of back- orders and ensure that such parts are delivered to the Customers on the promised date.
- Mangine and achieving parts sales target according to plan & Developing parts sales volume

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Sales Team leader| 2016 – 2019

**Horas Company - Cairo, Egypt**

#### Key Responsibilities:

- Take orders over the phone.
- Receive and deliver parts to customers
- Finding and providing the right parts and accessories for customers' vehicles from catalogs
- Follow up wither the stock Control department for back ordered parts, follow up with warehouse for orders operation, Collect the shortages from the branches.

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supervisor | 01/2019 - 03/2023

**Al Tawfiq (Spare Parts) - Cairo, Egypt**

#### Key Responsibilities:

- Prepare a written week's/Monthly Plan of sales Calls/visits indicating Races and Customers' name
- Take orders over the phone.
- Receive and deliver parts to customers
- Finding and providing the right parts and accessories for customers' vehicles from catalogs
- Making a list of the parts that need to be purchased.

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## Core Qualifications

- Quoting
- Sales reporting
- Post-sales support
- Customer relations management
- Sales closing

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## Education

**Cairo University| Bachelor of Commerce, Accounting Department**

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## languages

- Arabic: Native Language
- English: Good.