

Mohammed- Abdul Raouf Ibrahim

sales supervisor

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Married | Egyptian | Driving License | Military Service . Completed

Objective

My objective is to satisfy my capabilities in the field of FMCG through multinational organization as well as Lubricants and automotive sectors that can pull out all of my Experience and improve it and stimulates my creativity
Leveraging 11 years of experience to exceed sales targets, build strong customer relationships, and develop high-performing sales teams.

Education

Higher Diploma in Marketing - business administration, Suez canal university 2012 – 2014

Bachelor degree of Commerce - business administration, Zagazig university 2007 – 2011

Professional Experience

sales supervisor, EV For petroleum services Petronas Lubricants Egypt 11/2023 – present
Egypt

- Planning the team visits to the market, and keeping close relation with the wholesale chain.
- Manage and coach a sales team .
- Prepares a detailed action plan for sales lubricants for my area.
- Study the market and prepare the pricing comparison.
- Participate in the promotion and advertising campaigns.
- Collect all outstanding dues and seek customer's approval on the statements of account of customer.
- Keep a close contact with customer.
- Distribute targets
- Monitor competitors actions in distribution & reselling market.

Area sales Supervisor, Al-Amanah co. for oil and grease 09/2018 – 10/2023
Egypt

- Manage and coach a sales team and Distribute targets
- Planning the team visits to the market
- Study the market and prepare the pricing comparison.
- Participate in the promotion and advertising campaigns.and loyalty programs
- Keep a close contact with customer.
- Monitor competitors actions in distribution & reselling market.

Sales consultant, Alouda co. For trading (TOYOTA Abdul latif jameel distributor) 08/2016 – 08/2018
KSA

- Greet and welcome customers to the dealership
- Qualify customers to determine their needs and budget
- Present Toyota vehicles to customers
- Answer questions about vehicles and features
- Close sales and negotiate deals
- Follow up with customers after the sale to ensure satisfaction

k retail and wholesales representative, DEMA for Trading lubricantis .

2014 – 07/2016

Egypt

- Develop and maintain relationships with customers
- Identify and qualify new sales opportunities
- Provide technical support to customers
- Close sales and negotiate deals
- Promote the company's products to existing customers and attract new wholesale customers (customer development).

Retail Sales Representative, Rashideen Egypt For Trade (shell distributor)

2012 – 2014

Egypt

- promote Shell products
- attract new customers
- Preparing sales reports
- Ensuring the availability and diversity of products for customers
- Follow up with customers after the sale to ensure satisfaction

Skills

Leadership

Communication

Problem-solving

Coaching and development

Data analysis

Sales management

Computer Skills

Negotiation

(all MS office applications)

Languages

Arabic • English

Courses

Egyptian youth leadership, conference

2011 – 2011

Diploma for business skills,
time management- communication skills - marketing skills

06/2010 – 07/2010

small project preparing

2010 – 2010

Projects

DEMA CENTER, car service
providing oil change and car care service by delivery

2014 – 2017

References

Mohamed kamal, Sales Manager, EV. Petronas Lubricants Egypt
01212005954

Hussien Ramadan, CEO, Al-Amana for trading
01067735510

Yaser Adel, sales manager, Rashideen egypt for trade
01003548000