



Khaled Mohamed Moustafa Zakaria

Salesman

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Strategic and industrious Sales Representative offering comprehensive background in building relationships, cultivating partnerships, retaining top accounts and growing profit channels by establishing trust. Disciplined and resourceful professional with expertise in account development and market penetration. Bilingual with fluency in Spanish. Achievements include expanding customer base and bringing in new sales revenue. Excellent customer service, research and conflict resolution skills. Flexible schedule and willingness to travel. Talented Sales Representative with excellent lead generation potential and more than [10 years] years of experience. Highly effective and knowledgeable in techniques used to close sales opportunities.



Skills

- Customer Relations
- Product promotions
- Account servicing
- Microsoft Office
- Computer skills



Work History

2016-11 - Current

● Wholesale Sales Representative

European Company Group for Mobile accessories, Zagazig, Alsharkia

- Provided superior service to customers by quickly responding to requests, suggestions and concerns.
- Maintained routine communication with clients to assess overall satisfaction, resolve complaints and promote new offerings.

2013-06 - 2016-10

● Wholesale Sales Representative

Egypt Foods Co. (Chips & Snacks), Zagazig, Alsharkia

- Conceived and implemented marketing plans to acquire market share within chosen markets.
- Identified prospect needs and developed appropriate responses along

2010-06 - 2013-05

with information on suitable products and services.

- Proactively managed client correspondence and recorded all tracking and communications.

Retail Salesman

Egypt Foods Co. (Chips & Snacks), Zagazig, Alsharkia

- Helped customers complete purchases, locate items and join reward programs.
- Checked pricing, scanned items, applied discounts and printed receipts to ring up customers.
- Opened and closed store independently and prepared nightly bank drop for manager.

2008-08 - 2010-05

Retail Salesman

Juhayna Food Industries Co., Zagazig, Alsharkia

- Stocked merchandise, clearly labeling items, and arranging according to size or color.
- Supported efficient and timely replenishment of sales floor merchandise.
- Maintained clean sales floor and straightened and faced merchandise.

2005-02 - 2008-07

Sales Coordinator

Pepsico Egypt Co., Zagazig, Alsharkia

- Achieved and sustained consistent revenue streams by regularly servicing accounts and connecting with customers to promote new products.
- Handled customer inquiries by staying up-to-date on market and industry trends and finding unique solutions to issues.
- Improved productivity by increasing customer feedback and maintaining long-term business goals.

2003-06 - 2005-06



Education

High School Diploma

Ahmed Orabi Secondary School - Zagazig



Software

- MS OFFICE

●●●●●
Excellent



Languages

- Arabic is a Mother , Good in English



Certifications

- CSP - Certified Sales Professional

2008-01



Interests

- Knowledge of updating sales technology