# ABDALH AHMED

asistant store manger

**Phone.** :+01151506568
**Addres** :cairo _ el marg ..
**Email.** :abdalhahmedd11@gmail.com

## PROFESSIONAL SUMMARY

Results-driven Sales Professional with 6+ years of experience in retail sales, customer engagement, and commercial operations within international brands. Proven track record in achieving sales targets, improving conversion rates, and training sales teams.
Recently transitioned toward business development and digital marketing, completing specialized training in digital marketing and business development. Gained hands-on experience in planning and managing integrated advertising campaigns on Facebook and Instagram, alongside developing market analysis skills to identify new business opportunities.
Skilled in building and expanding business networks, managing client relationships, and supporting marketing teams to drive revenue growth through data-driven strategies and effective customer engagement.

## My professional journey

### Asistant store manger. Alshaya Group | 2023 – Present

Drovesalesgrowththroughteamleadershipand KPI-basedstrategies,whileenhancingteam performance, executing campaigns, and building strong customer relationships to increase revenue and loyalty

### Visual Merchandiser .American Eagle | 2020 – 2023

Implemented commercial strategiesthat improved productvisibility and supported sales growth.
Collaborated with management to align stock levels with sales demand.
Participated in new store openings and supported launch sales strategies.

### Sales Associate. American Eagle | 2019 – 2020

Exceeded individual sales targets through consultative selling techniques.
Identified customer needs and recommended suitable products, improving closing rates.

### Sales Representative. Daniel Hechter | 2018 – 2019

Deliveredhigh-level customerserviceand maintainedstrongproduct knowledge.
Contributed to daily and monthly revenue targets.

### Telesales Representative. Ecco Outsourcing | 2016 – 2017

Conductedoutboundsalescalls and generatedqualifiedleads.
Handled objections and closed sales over the phone.

**CORE SKILLS**

Client Acquisition & Relationship

- Negotiation & Closing Skills .
- Lead Generation & Prospecting .
- KPI Analysis (Conversion, ATV, UPT) .
- Sales Training & Coaching .

CRM Systems & Microsoft Excel .

LANGUAGES

• Arabic (Native)
• English (Professional Proficiency)

EDUCATION

Bachelor of Arts in Geography
Ain Shams University | 2017 - 2021