



Gaber Elsayed gubr

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Career objective:

To obtain a position of responsibility where my education and experience Will be utilized in a career opportunity as an active part of a global company.

Education:

2006 – B.S.C of commerce, Benha University, English section, accounting department.

Grade: good

Extra Courses:

Feb - Apr. 2007 Beginning, Intermediate, Advanced courses in MS office 2007
(New horizons)

May – Aug. 2007 Criminal protection for financial papers (Cairo University) {excellent}

Oct – Dec. 2007 Technical and financial analysis (Cairo international conference center)

May – 2011 Professional sales skills. In Coca Cola

Course included:

- Role of marketing and sales in the organization
- Methods of prospecting and developing a customer list
- Planning and conducting the sales presentation
- Effective customer service and business ethics

Work Experience:

2017 – 2022 District manager at Coca Cola co.

City Giza Governorate, Egypt

Job responsibilities included:

- Research local market conditions
- Identify current and prospective sales and expansion opportunities
- Develop forecasts, financial objectives and business plans
- Meet business goals a
- Direct all operational aspects such as distribution operations, customer service, administration, marketing and sales
- Bring out the best of branch's personnel by providing training, coaching, development and motivation
- Locate areas for improvement
- Propose corrective actions
- Share knowledge and insights with other branches and headquarters
- Manage budget and allocate resources appropriately
- Prepare and present reports on market movement and penetration
- Holding daily meetings and setting sales targets for individual reps and the whole team.
- Identify training and coaching needs and plan necessary steps to achieve desired results.
- Ensure that all Inside Sales Representatives achieve the required level of product knowledge necessary to promote assigned titles.
- Analyze team sales data to forecast and enhance sales rep productivity.

2016 – 2017 K.Account Manager at Ajlan & bro.s.CO
City Al-Riyadh Governorate, Saudi Arabia

Job responsibilities included:

- Planning & implementing Business-Development-Agreements with key accounts, and to maintain agreed investment level as per the company strategy.
- Increasing availability of brand portfolio, monitoring of Hand-Held reports, customer CWHS, and improvement actions.
- Playing an integral role in new business pitches and hold responsibility for the effective on-boarding of new clients.
- Responsible for the development and achievement of sales through the direct sales channel.
- Focusing on growing and developing existing clients, together with generating new business.
- Write business plans for all current and opportunity tender business.
- Acting as the key interface between the customer and all relevant divisions.

2013 – 2016 branch manager at Ajlan & bro.s.CO
City Hafr Al-Batin Governorate

Job responsibilities included:

- Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
- Assess local market conditions and identify current and prospective sales opportunities
- Develop forecasts, financial objectives and business plans
- Meet goals and metrics
- Manage budget and allocate funds appropriately
- Bring out the best of branch's personnel by providing training, coaching, development and motivation
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities
- Share knowledge with other branches and headquarters on effective practices, competitive intelligence, business opportunities and needs
- Address customer and employee satisfaction issues promptly
- Adhere to high ethical standards, and comply with all regulations/applicable laws
- Network to improve the presence and reputation of the branch and company
- Stay abreast of competing markets and provide reports on market movement and penetration

2011 – 2013 sector manager at Coca Cola co.

Job responsibilities included:

- Holding weekly meetings and setting sales targets for individual reps and the whole team.
- Organizing and operating incentive schemes to keep sales people motivated.
- Identify training and coaching needs and plan necessary steps to achieve desired results.
- Ensure that all Inside Sales Representatives achieve the required level of product knowledge necessary to promote assigned titles.
- Analyze team sales data to forecast and enhance sales rep productivity.
- Create and foster a motivational work environment, which encourages professional development, team collaboration and high performance.

- Complete all required reports regarding sales and sales campaigns, market feedback and team territory management activities.
- Responsible for management of account assignment activities, including adjustments, dispute resolution and account investigation.
- Identify and confront performance issues - including communication of gaps in performance, coaching to improve performance, clearly setting expectations and taking further disciplinary action as appropriate.
- Maintain expert knowledge of all product and content delivery systems.

2008 – May. 2011 Sales supervisor at Coca Cola Company

Job responsibilities included:

- Supervise the activities of assigned sales territories to meet and exceed yearly sub team goal.
- Train and supervise interns and temporary staff as applicable.
- Perform additional tasks as assigned by team management.
- Providing information to customers to help them select the best products.
- assist customers in selecting products, answer their questions about the products, and about any other thing concerning the business
- Follow up performance of all belongs rep. such as customer sales and collected cash from customers and process transactions accurately & efficiently.
- Keeping up-to-date with all current promotions within the store.
- Identifying customers who need assistance on the shop floor.
- Operating the till and accurately counting and reconciling the till float.
- Being alert to thefts and fraudulent bank notes, cheques or credit cards.
- Accurately processing all methods of payment.
- Making sure the store is clean, tidy and safe at all times.
- Identifying sales opportunities & trends & highlighting these to Sales Managers.
- Working as part of a team and assisting colleagues when necessary.
- Taking delivery of stock from suppliers or warehouse and storing appropriately.
- Greet customers and ascertain what each customer wants or needs, without being overbearing.

2007 – 2008 Operation at Synapse Mideast E marketing

Job responsibilities included:

- Plans, schedules, and assigns work to ensure production goals are achieved.
- Ensures employees meet all established standards for safety, productivity, accuracy, equipment maintenance, housekeeping and quality.
- Supervises the daily work schedules of the warehouse employees involved in the following activities: receiving, loading and unloading trucks, transferring, withdrawing and supplying the goods.
- Coaches and trains employees in the performance of warehouse activities.
- Encourages team participation in day-to-day activities and makes cost effective decisions with respect to staffing and scheduling.
- Holds periodic informal meetings with employees and managers, in groups or individually, to discuss questions and concerns as well as a forum for procedural and safety training.
- Instrumental in bringing inventory accuracy to 99.98%
- Monitoring the quality, quantity, cost and efficiency of the movement and storage of goods;
- Coordinating and controlling the order cycle and associated information

- systems;
- Analyzing data to monitor performance and plan improvements in delivery performance and demand;
- Allocating and managing staff resources according to changing needs;
- Developing business by gaining new contracts, analyzing logistical problems and producing new solutions.
- Managing warehouse & transport staff, implementing health and safety procedures;
- Analyzing logistical problems and producing new solutions
- Ensures all warehouse staff is well-trained and supervised for their job in the logistics area.
- Coordinates with all required freight carriers including negotiation prices and conditions regularly for the benefits of the company

2006 –2007 Operation dep. At Egyptian American company for securities brokerage.

2005 – 2006 Tele sales at Amico Company

2003 – 2004 Training in Egyptian workers Bank (IGs, LCs)

Personal skills:

- Creative, self-motivated, punctual, reliable and dynamic
- Excellent communication skills and presentation skills
- Organized and good at meeting deadlines
- Ability to work for long hours and learn new tasks easily
- Ability to work under pressure
- Ability to work individually and as co-operative team member
- Strong background and work experience in Logistics and Supply Chain management
- Excellent computer skills and proficient in excel, word, outlook, and power point
- Excellent communication skills both verbal and written in Both English & Arabic
- Demonstrated leadership and vision in managing staff groups and major projects or initiatives
- Excellent interpersonal skills and a collaborative management style
- Excellent people manager, open to direction and +Collaborative work style and commitment to get the job done
- Ability to challenge and debate issues of importance to the organization.
- Ability to look at situations from several points of view
- Persuasive with details and facts
- Delegate responsibilities effectively
- High comfort level working in a diverse environment
- Leadership
- People Management
- Customer Focused
- Problem Solving

Wanted job

- Sales and marketing manager
- Regional sales manager
- Brand manger

Personal information:

Date of birth : 02thOctober 1983
Marital status : Married
Military service: Exempted
Nationality : Egyptian