



Abdallah Raslan

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Objective

Constant pursuit, achieving the desired profit, making the enterprise the largest institution in the East Al-Awsat is in the midst of a challenging contemporary environment.

Personal data

Date of birth: 29/01/1990

Marital status: Married

Nationality: Egyptian

Qualifications

- Institute of Tourism and Hotels (Department of Hotel Computer)

Military Status: completed

Previous experience

- **Work as a sales representative from 2022 to 2023 until now at Smart Goods Company.**

A leading company in the field of food and beverages for trade and distribution (Egypt Foods, Misr Café).



Duties assigned to the company

- 1- Follow-up with the warehouse department to ensure that the required products arrive accurately and on time.
- 2- Provide coverage of different sales areas.
- 3- Regular periodic visits to commercial stores.

4- Identifying and addressing new clients, forming good relationships with clients and taking clients' opinions on Company products.

5- Supervising the delivery of products to retail stores and monitoring products in terms of methods Presentation (form - monitoring - the size of the stock for each customer).

6- Preparing invoices and collecting money after delivering the required products accurately and on time.

7- Follow up the collection department with clients, take their numbers, and ensure that collection is completed on time specified and in accordance with the terms of payment.

8 - Making tax invoices, after delivering the products.

9- Monitor the activities of competitors in the market and give management a clear view of the company's products vs Competitors regarding prices, specifications, distribution, and work to convince the customer of the company's products Example comparison:

| | |
|-------------------------------------------------------|--------------------------------------|
| Nescafe Egypt Café, affiliated to Smart Company Goods | Nescafe "Nestle" of French origin |
| In terms of quality - weight - price | In terms of quality - weight - price |

10- Work on developing and maintaining relationships with customers by holding meetings and phone calls and acting as a link between the company and customers and the market.

11- Raising all sales operations after preparing invoices on the company's application (Sales Buzz).

12- Achieving the Company's target (monthly, quarterly, and annual)

- Work as a sales representative from 2021 to 2022 in the "Salam Trade" trading company.

It is from 1986 and distribution, Al-Salam Food Products Company is not born today since it was founded in Syrian Arab companies specialized in the production and distribution of distinguished quality of products, The company has established distinct laboratories to monitor the quality and safety of its products, and the preparation and production processes are

carried out, In the company in a sophisticated and healthy way to satisfy all requirements, and that company distributes as much Big and tall with multiple examples of "frutitoria."



Duties assigned to the company

- Products display, marketing and sale
- Building relationships with clients
- Sell more products
- Save the prices of different products
- Selling to wholesalers, retailers, and other major Malls and markets.

Work as a sales representative from 2016 to 2022 in the company "Alex Quinn (Lorenz) for trading and distribution.

A German company of origin The German Company "Lorenz" plans to inject investments worth 200 million pounds in the field of producing "Lorenz" materials in the Egyptian market during the working years.

Its production is for a large number of European countries, according to the company's website.

Lorenz German company products are of high quality and great taste, Boom Stick Potato Sticks available in four flavors, Crunchips Potato Slices available in six flavors, Natural Baked Potato available in five flavors, Salted Peanut, Nuts and Pistachio, Cashew, Mix and almonds.



- Worked as a supervisor at "Abu Shakra" restaurant from 2014 to 2016

Skills

- Ability to use computer programs and multiple applications for companies.
- Ability to receive bank checks from customers and deliver them to the bank.
- Ability to speak in front of an audience and persuade it.
- Negotiation skills and access to satisfy the client.

Hobbies

- A football player in various places, including "Alexandria Petroleum Company, Sumed Company and"Smouha Sports Club.

Participating in volunteer organizations:

- Volunteering and helping people at the "Life Makers" Foundation.
- Volunteering and helping people with the "stay Impact Remains" Foundation.