



PROFILE

Sales Supervisor with over 15 years of experience in the furniture sector, progressing from Salesperson to Team Supervisor. Demonstrated success in achieving and exceeding sales targets, leading and developing teams, and providing excellent customer service. Adept at strategic thinking and problem-solving, with a proven ability to train and motivate staff to improve performance and meet company objectives.

CONTACT

PHONE NUMBER:
+201011322760

ADDRESS:
Hadabet El Haram, Giza, Egypt

DATE OF BIRTH:
April 1983

EMAIL:
Shabanm747@gmail.com

KEY SKILLS AND CHARACTERISTICS

- Leadership & Team Management
- Sales Strategy & Execution
- Strong Communication & Negotiation Skills
- Problem Solving & Critical Thinking
- Time Management & Flexibility
- Customer Service Excellence
- Microsoft Office Proficiency
- Inventory Management

MOHAMED SHABAN

WORK EXPERIENCE

Sales Supervisor

Hub Furniture
2015–Present

- Lead and manage a sales team to achieve sales targets and increase profitability.
- Maintain comprehensive product knowledge and stay updated on industry trends.
- Train, coach, and develop sales staff to enhance performance.
- Monitor and assess individual and team performance, providing constructive feedback and support.
- Implement strategies to increase sales and expand the customer base.
- Handle customer inquiries and resolve complaints professionally and efficiently.
- Developed promotional initiatives to drive sales and improve customer engagement.
- Managed stock levels and coordinated replenishments.

Salesperson
In & Out & Ashley Furniture Home Store
2008–2014

- Achieved the "Best Seller" award multiple times for consistently contributing a significant share of sales.
- Provided excellent customer service, resulting in high levels of customer satisfaction and repeat business.

Personal Assistant in Kuwait
2003–2007

- Provided administrative and personal support to the Kuwaiti royal family.
- Managed various high-level tasks with discretion and professionalism.

ACHIEVEMENTS

- Successfully led a team to increase sales of slow-moving items by 25%.
- Conducted on-the-job training for sales teams, improving overall performance.
- Awarded "Best Seller of the Month" and "Best Seller of the Year" multiple times.