

Curriculum Vitae



Name : Elsayed Mohyeldin Mohamed Elsayed Rabia

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Education

The higher institute of social work Alexandria University (Bachelor degree)

Experience

1. 1 year experience in **Bawaabat Al Arabat** (Baic & Maxus) as vehicle sales supervisor from August 2023 till present (KSA)

- Working as Sales Supervisor in (Baic & Maxus) (Fleet & Dealers)
- Organize and coordinate sales representatives schedules
- Supervise sales representatives and assistants
- Understand customer needs and offer solutions and support

2. 13 years' experience in **GULF ADVANTAGE AUTOMOBILES LLC** as senior vehicle sales, from Jan 2010 till July 2023 (Saudi Arabia) (Retail & Fleet) :

- Working as collector in Credit& Collection Dep.
- Working as sales Executive in Renault vehicles (new vehicles) (retail)
- Working as Supervisor in Renault vehicles (used vehicles) (Fleet & Dealers)

3. 2 year experience in **Abaza Auto Trade (Multi brand)** as vehicle sales supervisor from FEB 2008 till JAN 2010 (Egypt) (Renault & MG) :

- Study customer needs and market studies.
- Understanding customer interests and matching requirements with different models.

- Explaining and clarifying car warranties and services.
 - Completing sales procedures, completing sales contracts and delivering cars.
 - Submit reports to the sales department periodically.
 - Read professional publications and stay informed of developments.
 - Work to enhance the agency's reputation and explore available opportunities.
4. 1 year experience in **NSGB Bank** (credit card & Pill Departments)
from FEB 2007 till Feb. 2008 (Egypt) :
- Representing bank products to customers & perform selling operation
 - Working as a customer service (customer complain)
 - Working as a financial planner (personal loan & housing loan & car loan)
5. 3 years' experience in **Bin Dawood group** as several products sales from FEB 2004 till JAN 2007 (Egypt)

Computer & Language skills

- Arabic is mother tongue
- English fluent both spoken and written
- Complete the training program in English proficiency (Accomplished up to the diploma level 15)
- Very good knowledge of using SAP system
- Very good knowledge of using Microsoft windows and office (Word & PowerPoint & Excel)
- Excellent knowledge of internet , good knowledge of Networking

Skills & Abilities

- Examine any problem from different views and come up with several solutions
- Hard working person, honest and highly motivated with good base in teaching.
- Excellent communication skills – written and aural
- Ability to Work under Pressure.
- Professionalism, diplomacy, tactfulness – to generate positive company image.
- Good at presentations.
- Negotiation skills.

Hobbies & Extra activities

- Reading , Classic Music
- Sporting (Fitness)
- Researching about the latest updated news of Technology