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Nationality: Egyptian | Driving License: Yes



PROFILE

Results-driven Sales Executive with 5+ years of experience across B2B and Retail environments in the UAE and Egypt. Closed 190+ corporate contracts and exceeded monthly sales targets for 10 consecutive months. Promoted to Acting Store In Charge within first year. Experienced in Salesforce, Zoho CRM, pipeline management, sales forecasting, and team leadership. Bilingual: Arabic (Native) and English (B2). Available for immediate joining.

KEY ACHIEVEMENTS

- Closed contracts with 190 companies via B2B outreach
- Made 4,000+ outbound sales calls at Aqarmap
- Exceeded monthly sales targets for 10 consecutive months
- Recognized as overachiever 3 times at Aqarmap

EMPLOYMENT HISTORY

Store In Charge

Early Learning Centre, ALGT Group (formerly Kamal Osman Jamjoom) | Dubai, UAE

Jan 2025 – Feb 2026

- Led daily shift operations, staff scheduling, and task delegation; ensured full policy and merchandising compliance.
- Handled customer escalations and ensured timely issue resolution to protect customer experience and retention.
- Prepared and submitted daily sales, stock, and operational reports to the Area Manager.
- Supervised planogram execution, promotional readiness, and visual display standards across the store.

Sales Assistant

Early Learning Centre, ALGT Group | Dubai, UAE

Dec 2022 – Dec 2024

- Delivered proactive customer service: guided product selection, answered inquiries, and resolved issues to drive satisfaction and loyalty.
- Consistently met and exceeded sales targets through effective cross-selling and up-selling techniques.
- Executed daily store operations: POS transactions, cash reconciliation, restocking, and maintaining visual standards.
- Maintained accurate inventory levels; supported cycle counts, replenishment, and compliant merchandise displays.

Sales Executive

Xiaomi | Egypt

Aug 2020 – Mar 2022

- Exceeded monthly sales targets for 10 consecutive months; built and managed a robust pipeline across retail and B2C channels.
- Conducted market research to identify opportunities and customer needs; tailored pitches to drive conversion.
- Prospected via cold calling, networking, and social media; set qualified meetings with decision-makers.
- Delivered product demonstrations and presentations; negotiated pricing and closed deals.
- Created regular sales reports and forecasts; coordinated with the supply chain to ensure stock availability.
- Represented the brand at exhibitions and conferences; handled objections and provided post-sale support.

Business Development Associate

Aqarmap | Egypt

Jun 2019 – Feb 2020

- Closed contracts with 190 companies and made 4,000+ outbound calls; recognized as an overachiever three times.
- Identified, qualified, and pursued new business opportunities; assessed client requirements, resources, and budgets.
- Built long-term advisory relationships with key stakeholders and decision-makers.
- Analysed financial and performance data to reduce costs and increase profitability.
- Developed competitive sales strategies in partnership with Operations, Projects, and Sourcing teams.
- Prepared proposals and delivered client presentations to win new accounts.

EDUCATION

Bachelor of Management Information Systems

2020

Cairo University, Egypt

Coursework: Database Management, Systems Analysis, Business Analytics, Statistics, and Marketing.

S K I L L S

Sales & Business Development

B2B & Retail Sales • Pipeline Management • Cold Calling & Prospecting • Negotiation & Closing • Sales Forecasting & Target Achievement • Cross-selling & Up-selling

Tools & Technology

Salesforce • Zoho CRM • Microsoft Office Suite • POS Systems • Python (Learning) • Data Analysis (Learning)

Customer Service & Operations

Customer Service Excellence • Complaint Resolution • Client Relationship Management • Cash Handling & POS Reconciliation • Inventory Management • Team Leadership & Staff Scheduling

Languages

Arabic — Native Speaker
English — B2 (Upper Intermediate)

P R O F E S S I O N A L D E V E L O P M E N T

Data Analysis — Route Egypt (<i>In Progress</i>)	2026
Excel — Route Egypt	2022
Online Market Research — E3mel Business	2024
Consumer Behaviour — E3mel Business	2023
Sales Management — E3mel Business	2023