Fouad Saker

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Resume Objective:
- "**Computer science** graduate ,**Tech-savvy sales leader** with 7 years' sales management experience is looking for a sales position by creating an exciting and inspirational work environment, to meet and exceed all sales and safety targets.

EXPERIENCE

System administrator   Jul 2021 - Oct 2021
Agrotica SUD farm
- Receiving and creating invoices
- Collecting data
- Managing workers

Telesales agent and Administrative officer(Remote)   Apr 2021 - Nov 2021
Englease.com, Dubai
- Contact potential customers to inform them about our services and packages
- Answer questions about packages or the company
- Ask questions to understand customer requirements and close sales
- Enter and update customer information in the database
- Take and process orders in an accurate manner
- Handle grievances to preserve the company's reputation
- Go the "extra mile" to meet sales quota and facilitate future sales
- Keep records of calls and sales and note useful information

Using CRM(zoho)

General sales manager   Jan 2015 - Present
Saker for Tobacco, Saida
- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

EDUCATION

Bachelor of Science (B.S.) - Computer science   Sep 2017 - May 2020
Beirut Arab University

SKILLS

Expert in: English language , Microsoft Office programs , Communication , Multitasking , Management , Customer service

LICENSES & CERTIFICATIONS

IC3 Digital Literacy Certification   2020
Certiport