

Abed Tamerji

Sales Executive

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About:

Dynamic sales executive with a proven track record of consistently surpassing targets and cultivating lasting client connections. Experienced in strategic selling and adept at fostering team collaboration to achieve outstanding results. Notable achievements include surpassing **Q3 2023 target by 130% and Q4 2023 target by 105%**. Demonstrated ability to drive exponential growth, achieving a remarkable **7.5x increase from SAR29,000 to SAR192,000 between July and December 2023**. Passionate about advancing into a senior-level sales position to lead teams, optimize performance, and enhance market presence for forward-thinking organizations.

Work Experience:

1- Sales Specialist at Division50 | Lead Generation | UAE

2024-Present

- Lead Generation & Pipeline Management: Identify, qualify, and maintain a pipeline of potential clients through cold calls, emails, LinkedIn, and networking.
- Client Engagement: Conduct outreach to decision-makers, build relationships by addressing pain points, and tailor sales pitches to their needs.
- Sales Process Execution: Schedule discovery calls, deliver product demos, negotiate proposals, and close deals with clear communication.
- Data Management & Analysis: Maintain accurate CRM records and analyze sales data to refine strategies and achieve KPIs.

2- Sales Development Representative at Revly | SaaS | UAE

Feb 2024-August 2024

- Lead Identification & Outreach: Research potential clients and conduct personalized outreach via calls, emails, and LinkedIn.
- Lead Qualification: Engage prospects to understand their needs and qualify them using frameworks like BANT or CHAMP.
- CRM Management: Log interactions and maintain accurate records of leads and activities in CRM tools.

3-Sales Executive at AlGooru | Edtech Startup | Saudi Arabia, Riyadh

2023-2024

- Managed the full sales process from end-to-end by being the first point of contact for the customer, all the way to closing the sale.
- Exceeded monthly and quarterly sales targets by exceeding 106%.
- Conducted and ensured the settlement of outstanding payments.
- Conducted regular follow-ups with existing customers to ensure retention .
- Assisted in the optimization of the sales funnel through automation.
- Implemented referral campaigns to increase organic leads.
- Enhanced the used pitch among sales agents to increase conversion rates.
- Analyzed calls made by other consultants to reveal strengths and weaknesses.
- Implemented targeted approaches to enhance sales conversion for specific high- profit packages, leading to increased revenue and improved overall feasibility in the sales approach.

4-- Sales Manager at Englease | UAE

2022-2023

- Inducted and onboarded new sales executives
- Conducted individualized and group trainings and workshops Oversaw executives' performance and provided tips for improvement Assisted executives with negotiating and closing deals
- Maintained a positive and enthusiastic environment within the team
- Kept higher management informed about the team's accomplishments and encountered challenges while developing plans for development

5- Sales Executive at Englease | UAE

2020-2022

- Converted leads into sales through individualized pitches
- Retained customer satisfaction, leading to an increase in the average of monthly renewals
- Sustained a rank among the top five sales executives
- Listened closely to registered and non-registered clients to understand their needs and concerns
- Communicated with leads and clients through cold calling, emails, and messaging Negotiated packages and prices depending on the client's capability and financial means
- Analyzed quality of leads with respect to conversion rates and call analyses

6-Sales Executive at Fitness Zone | Lebanon

2019-2020

- Presented and closed gym memberships through cold calling, telesales, and referral campaigns
- Provided educated recommendations based on customers' needs and objectives
- Handled refund cases, customer complaints, and other product-related issues
- Supported prospective new members and urged previous members to rejoin by analyzing reports, networking, outbound calling, and referrals

7-Supervisor at Cafe Younes | Lebanon

2014-2018

- Ensured employees' adherence to company policies and legal regulations
- Served as a link between subordinates and the upper management
- Conducted performance reviews, motivated team members, and executed strategies to boost productivity

EDUCATION:

2019 – 2022: Bachelor Degree in Business Marketing

Arab Open University (AOU)

Computer Skills:

Excellent in using: Word, Excel, Power Point, Zoho CRM, HubSpot.

Languages:

Arabic (Native), English (Fluent).

References:

Available upon request.