International Sales Executive

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Objective

International Sales Executive with 3+ years of experience in responding sensitively to the needs and feelings of others regardless of position or culture; accepting interpersonal differences, maintaining rapport, and interacting effectively with all levels of employees within the organization.

Skills

Solution Selling, Salesforce, Sales.

Work Experience

International Sales Executive

ABC Corporation - August 2013 – October 2014

- Involved the inspection & monitored of the production lines, and the products that are being packed and loaded into containers.
- Created reports for higher management on product status and advice possibility of improvements if needed.
- Constantly collected samples from production lines, and building a portfolio of pictures to promote new items to other existing and targeted clients.
- Sent samples to interested clients for inspection and to negotiate probable production dates and prices.
- Handled the designs of glass products that desired by existing or targeted clients, with the moulding dept.
- Researched the possibility of producing moulds for these designs and make estimations for product costs & price.
- Handled shipments and negotiate production due dates between Shipping dept.

International Sales Executive

Delta Corporation - 2010 – 2013

- Quota for new business closed in 2005 of $1.5 million Corporate Sales of seven distinctive solutions to LOB in Sales/Marketing, IT Support and .
- Marketed international freight transportation services in a three state territory.
- Negotiated rate proposals with current and prospective customers.
- Developed knowledge of all modes of transportation.
- Planned, researched, and qualified prospective customers.
- The Boston Academy of English aims to distinguish itself through the highest quality courses, complemented by exceptional customer service.
- As part of the Cambridge Education Group based in the UK, the Boston Academy of English offers university preparation for international students .

Education

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Bachelor's in Tourism and Hotels - (Egyptian Higher Institute for Tourism and Hotels - Cairo)

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