

Abdelrahim Essam Eldin

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Career Objective

Results-oriented Senior Sales Professional with 9+ years of experience across furniture and fashion retail, combining expertise in B2C and B2B sales, operations and interior layout planning. Proven track record in leading teams, enhancing customer satisfaction, and boosting sales performance. Seeking a challenging managerial role to apply strong expertise in both fashion and furniture industries, aiming for a managerial position to integrate strategies to develop and expand existing customer sales, brand and product evolution, logistics cycle.

Education

- **Al-Alson Higher Institute – Cairo, Egypt**
- Bachelor's Degree in Information Systems | 2023

Work Experience

United Group for Engineering and Investment - represent Frezza Italy office furniture, B2b solutions – Business park, New Cairo- Project Sales Engineer (out door) | 2026

Key responsibilities

- Field sales: client visits, presentations, negotiations, and relationship building.
- Prepare proposals, BOQs and cost estimates; lead value-engineering.
- Manage client negotiations, approvals and commercial risk.

Ongoing projects

- **Shark Tank** (on hand): — proposal delivery, BOQ clarification , procurement coordination.
- **Petrosport** (on hand): — tender submissions, BOQ clarification, .proposal delivery.

Cazaletti Home Furniture - Mivida, New Cairo–Sales Engineer |2024 – 2025

- furniture layouts and proposals using Basics AutoCAD.
- Managed the complete sales cycle from client inquiry to delivery and after-sales support.
- Coordinated with design, operations, and logistics teams to ensure timely project execution.
- Conducted product presentations and client consultations.

IKEA Egypt Furniture (Al-Futtaim) - CFC, New Cairo - Senior Sales |2019 – 2023

- Consistently achieved and exceeded monthly and annual sales targets.
- Delivered consultative selling solutions aligned with customer needs.
- Supervised daily sales operations and supported onboarding of new team members.
- Utilized Salesforce and Microsoft Dynamics NAV for customer tracking and reporting.
- Ensured full compliance with brand, merchandising, and safety standards.
- Make basic actions in area of responsibility throughout the day and prepare for replenishment and the next day (Sales Location Management).

CELIO Egypt Retail - CFC. New Cairo – Sales Executive | 2018 – 2019

- Delivered high-quality customer service and product recommendations.
- Supported visual merchandising and in-store promotional activities.
- Contributed to achieving store KPIs and sales targets.

Azadea Group (Reserved & Bershka) - New Cairo – Sales Representative | 2017 – 2018

- Assisted customers with product selection and styling.
- Deliver excellent customer service by understanding customer needs.
- Contributed to daily store operations and sales performance.
- Strong product knowledge to confidently explain features, styles.

Professional Certifications & Training

IKEA Training Programs

- IKEA Concept Program
- Active Selling & Sales Steering
- Sales Space Management
- Critical Forecasting
- Fire Marshal Training

Extracurricular Activities

- Mentored junior colleagues and supported team training sessions for new hires Assisted in.
- Organizing in-store promotional events and seasonal campaigns to increase sales traffic
Passionate about interior design trends and space planning,
- Continuously exploring new furniture layout ideas Active participant in team-building and collaborative store initiatives.

Skills

- Senior & Retail Sales Operations.
- B2B & B2C.
- Furniture Layout & Space Planning
Basics AutoCAD.
- CRM Systems (Salesforce, Odoo, Microsoft Dynamics NAV).
- Team Leadership & Coaching.
- Customer Relationship Management
- Microsoft Office (Word, Excel).
- Projext Mangement.

Languages

- Arabic : Native
- English : Professional Working Proficiency

Personal Information

- Date of Birth : 08/06/1996 Military
- Status : Final Exempted