

Christina Farag Fahmy
Imbaba, Giza.

Objective:

I am looking forward to join a reputable multinational/International Corporation where I can enrich my experience and create value through my day-to-day responsibilities.

Education:

2013-2017 Bachelor Degree in Accounting Cairo University with Grade Good.

Experience:

Business Development Specialist at the Institute of Management Professional.

March 2019 – Till January 2020

- ❖ Prospect for new leads through different channels.
- ❖ Generate sales leads and help the company to raise its client's base.
- ❖ Contact potential or existing customers to inform them about training courses, company services and close sales.
- ❖ Follow-up on sales inquiries via phone and/or email.
- ❖ Ask questions to understand customer requirements and close sales. -Enter and update customer information with specific details and notifications in the database.
- ❖ Researching organizations and individuals to identify new leads and potential new markets - Take and presses orders in an accurate manner.
- ❖ Keep records of calls, sales and note useful information.
- ❖ Brainstorming with the team according new ideas to develop our products.

Sales agent at Suez Canal for life insurance.

October 2017 – February 2019.

- ❖ Contact potential or existing customers to inform them about training courses, company services and close sales.
- ❖ Follow-up on sales inquiries via phone and/or email.
- ❖ Handle the customers.
- ❖ Market to all products of the company.
- ❖ Maybe make a Business Meeting with customer to make deal

• **Participate in charity Foundations.**

January 2007 - Till now.

- ❖ Contact potential or existing customers to inform them about training courses, company services and close sales.
- ❖ Follow-up on sales inquiries via phone and/or email.
- ❖ Preparing files and profiles for members.
- ❖ Make contacts and follow up members.
- ❖ Teaching members and giving them some skills.
- ❖ Follow up the work according to the plan and the correct timing.

Attended Training:

- ❖ Studied Human resources management Diploma @ Egycham Accredited by Ain shams University
- ❖ Studied soft skills (Communications skills - Different personalities - Decision making - time management).
- ❖ Studied N+ course in treaty academy.
- ❖ Completed 11 levels in An English course @ Change academy.

Additional Skills:

- ❖ **Computer skill:** Word- excel –power point –internet - Outlook - CRM.
- ❖ **Language skill:** Arabic is my mother tongue, good in English.
- ❖ **Personal skill:**
 - Young woman having high energy to do a lot.
 - I'm fast learner and I improve myself and my abilities all the time.
 - Practical, ambitious. Optimistic and hard working too and I'm also firm.
 - Ability to work individually and as a co-operative team work.
 - Work under stress.

Personal Information:

_Date of birth: 22-10-1994
-Marital status: Engaged.

References: Ready upon request.