



Samer Al Swaidan

About

Accomplished and energetic co-worker with a solid experience in sales. Motivated and eager to achieve the best results always.

Professional Experience

AIM LTD. (Agricultural Investment Management)

Sales Executive

December 2020 – April 2021

- Studying the regulations of Turkish land protection law and other related laws
- Contacting potential investors and explaining about our project
- Organizing feasibility reports
- Organizing proposals and full presentations for potential investors
- Managing the live chat application which surveils the website (Tawkto) and replying interested clients who visit the website
- Keeping clients data updated and doing reports of updates and follow-up with potential clients

Contact

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Personal Information

Nationality: Syrian
DOB: 02-01-1998
Marital Status: Single

MTR

Social Media Specialist

July 2020 - October 2020

- Running the social media platforms on a daily basis
- Creating and managing all the published content
- Analyzing the data of social media accounts
- Managing the contents, planning special offers for social media marketing
- Scheduling the content as per the set plan
- Communicating and negotiating with potential customers to strike a deal
- Handling the shipping and payment process

Al-Boraq telecom
Sales Representative

July 2017 – July 2020

- Increased the sales by 80% in the allocated district
- ranked first place in the sales team for 11 consecutive months
- Contact new and existing customers to discuss their requirements, and to explain how these requirements could be met by specific products and services
- Answer customers' questions about products, prices, availability, or credit terms
- Emphasize product features based on analyses of customers' needs and on the technical knowledge of product capabilities and limitations
- Maintain customer records, using automated systems
- Negotiate prices or terms of sales or service Agreements
- Collaborate with colleagues to exchange information, such as selling strategies or marketing information
- prepare sales presentations or proposals to explain product specifications or applications

Syrian Handball Federation
Office Manager

Jan 2016 – July 2017

- maintain the database by creating and adding any new information or data
- Use various software, such as database management or word processing
- Handling phone calls and provide callers with the needed information, and also deliver the important messages and calls to the appropriate individuals
- Handling the office equipment, such as fax machines, printers, and phone systems, and arrange for the maintenance when needed.
- Greet visitors and handle their enquiries

Education

Damascus University

Bachelor's degree, English Language and Literature, General · (2015 - 2020)

Courses

- ISO Cert Course in Quality Management System
- French language

Languages

Arabic: Native

English: Fluent