

Nasseradin Almassri

Expertise in Sales in the UAE Market

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Syrian (Work Visa) | January 01, 1998 |



CORE COMPETENCIES

Arabic, English, and Russian MS Office: Word, Excel, PowerPoint CRM / DNS Server	Sales Techniques Communication Skills Customer Relationship Management	Negotiation Skills Market Expansion Account Management
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WORK EXPERIENCE

Client Solution Specialist (Sales & Marketing), Europcar, Dubai, UAE **Aug 2024 – Present**

Achievements

- Managed **20 key accounts** (50+ vehicles), including government accounts such as **Dubai Police**.
- Established a strategic **partnership with Yango Group** for car leasing.
- Acquired **5 new corporate accounts**, including **Brands for Less**.
- Selected as **MS Dynamics Champion**, working closely with consultants to optimize SOPs and division procedures for implementation.

Key Responsibilities

- Oversaw **personal and corporate** leasing operations, ensuring optimal solutions for clients.
- Reached out to potential clients, led **meetings, negotiated, and closed deals**, aligning options with budget.
- Managed client accounts, including **contract renewals, permissions, NOCs, and vehicle additions**, serving as the **primary point of contact**.
- Facilitated **short-term rental agreements**, ensuring seamless transactions.
- Prepared and submitted **detailed proposals with pricing** for government tenders via **Tasharuk platform**.
- Represented the company at multiple events**, including Diabetes Day at Saudi German Hospital and National Day at Al Rashid Center, actively engaging with potential clients and promoting company services.

Startup Business Coordinator, Briv, Dubai, United Arab Emirates **Mar 2023 – July 2024**

- Established sales logistics, including distribution channels and delivery processes for car wash equipment, to efficiently reach customers.
- Managed communications with clients, suppliers, and partners to ensure smooth operations.
- Conducted recruitment efforts to build a competent team, overseeing hiring and onboarding.
- Handled purchase transactions, sourcing equipment and materials needed for operations.
- Acted as the primary sales representative, promoting the company's products and services to clients.
- Executed public relations strategies to enhance brand visibility and reputation in the market.

Telemarketing Manager, Well Connect, Moscow, Russia **Jun 2021 – Jun 2022**

- Directed telemarketing campaigns targeting medical centers and insurance companies in the US.
- Managed a team of telemarketers, providing training and guidance.
- Developed sales scripts and strategies for effective communication.
- Monitored campaign performance metrics and adjusted strategies accordingly.
- Cultivated relationships with key clients, addressing concerns and providing support.

Real Estate Agent (Freelancer), Damascus, Syria

2018 – 2019

- Facilitated the sale and rental of residential and commercial properties in Damascus, negotiating a minimum of 8 favorable deals for clients.
- Conducted market research to assess property values and determine competitive pricing.
- Created listings and promotional materials to market properties to potential buyers and renters.
- Conducted property viewings, providing information and guidance to interested parties.
- Managed negotiations between buyers, sellers, landlords, and tenants to achieve mutually beneficial agreements.
- Handled contract preparation, coordinating property inspections, and facilitating the closing process.

EDUCATION

Bachelor's in Human Resource Management, Synergy University, Russia

2024