Tehrani Reyhane



CONTACT

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LANGUAGES

Persian: Native

English: Intermediate

SKILLS

Team Management

Sales Planning & Target

Reporting & Data Analysis

Excel & PowerPoint

PROFILE

Sales Supervisor with strong experience in B2B sales, branch management, and the FMCG industry. Skilled in team leadership, sales planning, reporting, and campaign execution. Background in communication and journalism, bringing strong analytical, interpersonal, and storytelling skills.

PROFESSIONAL EXPERIENCE

Sales Supervisor| Golrang Industrial Group / Golnoush Hasti

2022 – Present

- Managed B2B sales and branch operations
- Achieved 15–20% sales growth through discount campaigns and sales initiatives
- Prepared daily sales performance reports and monitored target achievement
- Designed monthly sales targets for branches and broke them down into daily targets based on weekly sales patterns
- Monitored branch performance and identified improvement opportunities
- Coordinated with different departments to ensure smooth operations
- Maintained relationships with key business clients
- Corporate Sales Specialist

Corporate Sales Specialist| Tara Company

2020 – 2021

- *Managed organizational and corporate sales accounts*
- *Participated in B2B negotiations and client relationship management*
- *Followed up on client needs and provided appropriate solutions*
- *Supported onboarding of new corporate clients*

Additional Experience

- *Communication & Journalism Background*
- *Professional writing and content production*
- *Interviewing, research, and storytelling*
- *Strong verbal and written communication skills*
- *Audience analysis and message adaptation*

EDUCATION

Bachelor's Degree in Social Communication SciencesAllameh Tabataba'i University

2016

Core skills

- Team Management
- Sales Planning & Target Setting
- B2B Sales
- Corporate Sales
- Branch Performance Monitoring
- Sales Forecasting
- Problem Solving
- Microsoft Excel (Reporting, Data Tracking)
- Internal Systems (Hami, Sepidz)
- Target Achievement Strategy
- Business Communication
- Customer Needs Analysis
- Market Awareness

Soft skills

- Strong Communication Skills
- Leadership Ability
- Time Management
- Attention to Detail
- Responsibility & Accountability
- Fast Learning Ability
- Teamwork
- Adaptability

Achievements

- Contributed to consistent sales growth (15–20%)
- Successfully managed multiple branch sales performance
- Helped improve team productivity through training and supervision