

Ahmed XXXXXX

Jeddah, Saudi Arabia

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Personal information

Nationality: Jordanian

Marital Status: Married

Education: Bachelor's degree, Business Administration
University of Jordan

Career Objectives

- A full-time position in sales where I can demonstrate my technical and business skills to the company.
- To succeed in an environment of growth and excellence and earn a job which provides me job Satisfaction and self-development and help me achieve personal as well as organization goals.
- To seek challenging assignment and responsibility, with an opportunity for growth and career advancement as successful achievements.
- To enhance my working capacities, professional skills, business Efficiencies and to serve my organization in best possible way with determination and commitment.

Work experience

Arabian Trading Supplies

Jeddah, Saudi Arabia

January 2014 - Present

Sales Manager

Duties and Responsibilities:

- Managing the Sales team in the Western region of the country and ensuring achievement of Sale targets.
- Develop the Sales strategy and budget on a yearly basis based on market analysis and forecasting and review these plans regularly based on progress and changes in the market.
- Conduct presentations and provide reports to the management as requested.
- Prepare and negotiate agreements with customers.
- Ensure customer orders are being handled effectively and timely.
- Meet with customers, address any issues and ensure customer satisfaction.
- Conduct periodical meetings with the Sales team to review progress against KPIs.
- Provide suitable evaluation and training for the Sales team to ensure continuous development.

United Matbouli Group

Jeddah, Saudi Arabia

August 2011 – December 2013

Sales Manager

Duties and Responsibilities:

- Managing the Sales team in the Western region of the country and ensuring achievement of Sale targets.
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- Conduct periodical meetings with the Sales team to review progress against KPIs.
- Provide suitable evaluation and training for the Sales team to ensure continuous development.

Al Babtain Trading
Jeddah, Saudi Arabia

April 2009 – July 2011

Sales Supervisor

Duties and Responsibilities:

- Managing Sales Executives to ensure all sale orders are responded to.
- Assist in the development of the Sales strategy.
- Conduct presentations and provide reports to the management as requested.
- Draft and negotiate agreements with customers.
- Ensure customer orders are being handled effectively and timely.
- Meet with customers, address any issues and ensure customer satisfaction.
- Provide suitable guidance to junior Sales staff.

Fine Hygienic Holding
Jordan

January 2006 – March 2009

Sales Executive

- Achieving sales targets as agreed with the Sales Manager.
- Provide periodical sales status reports as requested.
- Follow up with merchandisers visibility & displays implementation.
- Assist merchandisers for any issues faced by outlet by providing creative solutions.

Key skills and qualities

- Ability to impact sales through coaching, counselling, and influencing others to accomplish desired outcomes.
- Preparing itineraries, call reports and monthly business reports with sufficient detail and in a timely manner.
- Researching, developing and executing new product launches.
- Possess good sense of market, trends, and competitors' activities

- knowledge within the industry
- Excellent presentation and interpersonal communication skills
 - Competitive Analysis, Negotiations
 - Attention to the details.
 - Team development and motivation.
 - Key accounts management.
 - Sales and business development.
 - National Accounts Experience.
 - Budgeting and cost control.
 - Creative team leadership.
 - Organizing / Planning.
 - Problem solving.
 - Responding to the needs of others.
 - Responding to customers quires.
 - Presenting ideas and information in oral form.
 - CDA and price negotiation
 - Data analyzing.

References

“References are available on request “