



# Ahmed Khalaf

## Senior sales executive

15 years experience in the sales field in international organizations and have awards in sales achievement and holds certificates , efficient skills in building customer relationship, solving problem and closing deals skills.



ahmdkhl820@gmail.com



+966542764433



Riyadh, Saudi Arabia



20 May, 1981

## SKILLS

Sales skills

Negotiation skills

Building relationship

Customer care

Computer skills

Leadership

Communication Skills

## LANGUAGES

Arabic

Native or Bilingual Proficiency

English

Professional Working Proficiency

## INTERESTS

Sports

Travel

walking

## WORK EXPERIENCE

### Senior fleet sales

#### Alissa automotive group

05/2021 - Present

Riyadh | KSA

##### Achievements/Tasks

- 1- Finding new customers. 2- Clearly present the company products to potential clients. 3- Negotiate the details and terms of deal with clients. 3- Prepare quotations and negotiate it with clients. 4- Following up and maintain the long relationship with customers after sales. 5- Provide details reports to sales manager on weekly and monthly basis.

### Senior Sales representative

#### Kenan group

09/2018 - 03/2021

Riyadh | KSA

building material & construction

##### Achievements/Tasks

- meeting customers and giving them details presentations on all the products as well as introducing the company profile to the customers.\Recording and Saving the customers' data. Making calls and following up with the customers.\Presenting quotations and attending meeting for negotiations with the customer.\Provide weekly and monthly reports to the sales manager and discuss them.\Provide samples and technical specifications to customers.\Search for new customers and build relationships with new and current customers.

### Senior Sales advisor

#### Abdul latif Jameel Toyota & Lexus

12/2013 - 08/2018

KSA

##### Achievements/Tasks

- Welcome customers and provide a full explanation of the products \Recording and Saving the customers' data CRM. Making calls and following up with the customers. \Know customer needs and work to meet them.\Discuss payment methods with customers to choose the most appropriate ways for them.\Follow up the product until the customer's delivery process and provide a full explanation of the product with scheduled maintenance dates.\Make external visits to customers.\Provide weekly and monthly reports to the sales manager and discuss them.\Follow-up of customers after delivery and ensure the customer's satisfaction with the product and service provided.

### Sales Executive

#### Saveto group

05/2009 - 10/2013

Cairo | Egypt

building material & construction

### Sales representative

#### Ceramic Cleopatra Group

05/2005 - 04/2009

Cairo | EGYPT

building material & construction

## EDUCATION

### Bachelor of law

#### Cairo university

09/2000 - 05/2004

Cairo | Egypt