

# AHMED ALHAMED

Sales Project Manager

## CONTACT

+966 556 355888

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Jeddah

## SKILLS

Market Research

Sales Expertise

Market and Competitive Analysis

EXCELLENT COMMUNICATION SKILLS

Professional Relationships

Marketing Strategies

Excellent experience using Microsoft Office

## LANGUAGES

Arabic : Native

English : Advanced

## CAREER OBJECTIVE

Experienced professional in sales project management and supply chain oversight. Skilled in optimizing processes and leading cross-functional teams. Seeking a leadership role to drive operational efficiency and business growth.

## EXPERIENCE

### SALES PROJECT MANAGER

2009 - Present

#### ABULLAH A.BALUBAID | JEDDAH

- Created and executed strategic sales plan, expanding customer base and extending global reach.
- Developed sales team through motivation, counseling and product knowledge education.
- Collaborated closely with internal teams and external vendors to ensure success of projects from start to finish.
- Conducted extensive market research to determine potential opportunities for new product development or services expansion.
- Developed and implemented strategies for successful sales project management, utilizing excellent organizational and communication skills.
- Provided feedback gathered through field activity to executive leadership, helping inform future of strategy.

### SUPPLY AND SUPPORT SUPERVISOR

2006 - 2009

#### ALESAYI ELECTRONICS | JEDDAH

- Monitored office supply needs with consistent inventory checks and requisition approvals.
- Performed root cause analysis on recurring problems in order to prevent future occurrences.
- System Integration: Collaborate with the IT department to ensure the Integrated Solutions System is always functional, up-to-date, and efficient in tracking supplies.
- Team Leadership: Supervise and guide the supply chain team, ensuring tasks are completed on time and according to the company's standards.
- Stakeholder Communication: Coordinate with other departments like sales, finance, and logistics to ensure smooth operations and meet the company's objectives.
- Reporting: Prepare regular reports on inventory levels, supply chain metrics, and department performance for senior management.

## EDUCATION

### BACHELOR OF SCIENCE (B.S.) IN INDUSTRIAL & MANAGEMENT ENGINEERING

#### ARAB ACADEMY FOR SCIENCE AND TECHNOLOGY (AAST)

## CERTIFICATIONS

- Marketing and marketing research
- Modern techniques for production control and performance evaluation
- Production methods technology development
- Work study and its importance for cost reduction
- Maintenance management its strategies and spare parts manufacturing