

MOHAMMED AL-ABDULLATIF

Qassim -Burydah (With The Possibility Of Moving) • 0505277730 • Qassim0530@gmail.com

PROFESSIONAL SUMMARY

PERSONAL SUMMARY Interested and ready to perform my duties with dedication as an employee in line with the vision of the employer and its development and use of my abilities to satisfy customers and deal with the main responsibilities seriously and to become an effective individual in society, God willing.

CAREER OBJECTIVE Self-development, developing practical skills and developing work. Demonstrate ability and creativity in functional work

EDUCATION

Bachelor: English

Qassim Privet Colleges - Buraidah

06/2014

SKILLS

- TECHNICAL SKILLS
- Microsoft office
- SAP
- Power BI
- PERSONAL SKILLS
- Communication Skill
- Time management
- Leadership
- Project management
- Initiative and work pressure
- Teamwork and communication
- Skill working in one team
- Sales Closing
- Problem solving strength

WORK HISTORY

Sales Representative

Al-Aqtar - Qassim

08/2022 - Current

- Developed and delivered engaging sales presentations to convey product benefits.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.
- Created professional sales presentations and seminars to effectively demonstrate product features and competitive advantages.
- Attended advanced training sessions and conferences to increase product knowledge and productivity.

Sales Manager

Saudi Brokers - Alkobar

03/2022 - 08/2022

- Calculated quotes and educated potential clients on insurance options.
- Recommended type and amount of coverage based on analysis of customers' circumstances using

persuasive sales techniques.

- Improved performance in areas of FINRA/Insurance registration and training with selection and rollout of new system.

Showroom Manager

Alessa - Qassim

04/2018 - 03/2022

- Follow-up sales and reports and motivate employees to sales and achieve the goal of Monthly sales - Buraidah
- Set goals for showroom employees and provided support and motivation to help each achieve true potential.
- Liaised with marketing team to identify and develop sales and promotional events.
- Kept showroom expenses appropriate and reasonable to drive operational efficiency.

Sales Supervisor

Almarai Company - Qassim

06/2015 - 09/2016

- Oversaw employee performance, corrected problems and increased efficiency to maintain productivity targets.
- Strengthened merchandising and promotional strategies to drive customer engagement and boost sales.
- Assessed sales reports to identify and enhance sales performance, support inventory oversight and capitalize on emerging trends.
- Arranged items in favorable positions and areas of store for optimal sales.

Cashier

Banda Al-Azizia Company - Qassim

11/2013 - 02/2014

- Helped customers complete purchases, locate items and join reward programs.
- Answered questions about store policies and addressed customer concerns.
- Mentored new team members on sales software system operation.
- Restocked and organized merchandise in front lanes.

Manager of Business Development and Sales

Afnan Company - Qassim

11/2012 - 10/2013

- Conducted market research to discover new leads, opportunities and messaging.
- Liaised with external stakeholders to form strategic partnerships with prospective clients.
- Formulated well-defined action plan to prioritize potential clients and achieve and exceed objectives.
- Collaborated with sales, marketing and other internal teams to meet shared goals.

Cashier

Riyadh International Food Company, Buraidah - Qassim

08/2011 - 03/2012

- Helped customers complete purchases, locate items and join reward programs.
- Answered questions about store policies and addressed customer concerns.
- Mentored new team members on sales software system operation.
- Restocked and organized merchandise in front lanes.

CERTIFICATIONS

- IFCE .
- PMP.
- Excel skills (3 Days)
- Business Intelligence using Microsoft Power BI (2 Days)
- Graduate Leadership Excellence Program (21 Days)
- Business Management (3 Days)
- Data Entry And Word Processing (25 Days)

ACCOMPLISHMENTS

- Ranked #1 in KSA for 2020 Showroom Manager in Alessa.
- Ranked #2 in KSA for 2021 Showroom Manager in Alessa.
- Ranked #1 in KSA for 2018 Sales Executive in Alessa.
- Ranked #1 in Panda for month 2 in 2014.