ABDULLAH ALRASHEED
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SUMMARY

Skilled Account Executive focused on maximizing sales by managing all accounts systematically and logically.
Professional with belief that consistency and dedication build the most successful business relationships.
Successful at expanding network connections and introducing products persuasively.

EXPERIENCE

AXA Cooperative Insurance Company
Account Executive (Corporate & SME Sales) **Dec 2013 - Mar 2020**

Sales Function

- Promote product to achieve set and agreed personal and team target.
- Establish, build and maintain the relationship with clients.
- Present market studies to prospect new opportunities that lead to company's growth and targets.
- Balance won book between competitors and client mix between direct new business and intermediaries' new business within company direction.
- Balance book distribution per month/Quarter and per business contribution and product Mix to maintain a healthy low risk profile.
- Assist Relationship team members in client renewals.

Sales Forecasting

- Maintain healthy proper balanced sales pipeline.
- Generate leads from all internal and external sources.
- Present Quarterly and yearly plan reflecting the funnel analysis and sales expectations.
- Ensure best coverage for any sales opportunity.
- Explore new sales areas and ways to achieve target.
- Maintain monthly win-loss analysis activity report.

Sales Administration

- Prepare, explain and collect signed contracts from the new clients.
- Apply and comply with regulators policies and regulations and regularly follow up the updates to comply with industry requirements
- Introduce new clients to Online services and collect the signed Web-Agreement or introduce the membership convenient channel.
- Collect First payment and educate clients about company credit control policy.

Building Client Relationship

- Coordinate with all involved operational department to ensure smooth launch for new policies.
- Conduct product and service presentation to new clients.
- Responsible to solve client's issues resulting from any function in the organization.
- To remain accessible for clients 24/7 for 365 days even during vacations to help clients.
- Ensure client satisfaction by providing the best services demonstrating company values and resolve complaint in timely manner.
- Lead the Handover process with the Relationship team.
- Provide consistent client feedback to internal departments management by recommending improvements to promote customer satisfaction and drive revenue.
- Conduct focus group for big clients in harmonization with the relationship team.

Samba Financial Group
Talent Management Assistant **Sep 2011 - Dec 2013**

Saudi Aramco
Business Center Supervisor **Dec 2006 - Sep 2011**

EDUCATION

Secondary Commercial Institute **2003 - 2006**