





MOHAMMED SOWAR

SALES, CONENTS AND OPERATION
MANAGER

PERSONAL PROFILE

Offering over 11 years of experience in implementing successful sales strategies and motivating highly skilled teams to produce the organization targets.

CONTACT

-  Saudi Arabia
Dammam
-  Mohammed Sowar
-  +966-563709098
-  mohammed-sowar-
524791b3

EDUCATION

Delta Academy
management information
system (MIS), 2015

SKILLS

- Exceptional communication, Managing and networking skills
- Successful working in a team environment, as well as independently
- The ability to work under pressure and multi-task
- The ability to follow instructions and deliver quality results

WORK EXPERIENCE SUMMARY

CONTENT, OPERATION AND SALES SUPERVISOR

2017-PRESENT

MAIN BRANCH MANAGER

2012-2017

SENIOR SALES MAN

2010-2012



Experiences

Content, Operation and Sales Supervisor

2017-present

- Managing the writing team and collaborating with the design team to produce high-quality content.
- Develop editorial calendar and delegate tasks to ensure deadlines are met.
- Regularly deliver engaging content and inspire team members.
- Permanently edit, correct and improve content.
- Optimizing SEO content and optimization.
- Receive customer feedback and provide ideas to increase customer engagement.
- Continuous examination of the departments of the store and solve any problem that disrupts the workflow
- Supervising and improving sales and delivery processes by guiding the It department to develop and improve logistical transactions to ensure customer satisfaction and fast delivery.
- In addition to everything related to the management of the main branch, from achieving sales, controlling inventory and form of display.

Main Branch Manager

2012 - 2017

Formulated and executed sales strategies to drive sales of industrial tools products throughout eastern province in Saudi Arabia. Oversaw all aspects of field sales, inside sales, sales training, meetings and conventions. Led a team of 5 Sales men, monitoring Key Performance Indicators (KPIs), recruiting and training staff, and managing team performance to achieve sales objectives on industrial equipment tools.

- 1-Managing all branch operations including the sales, stock optimization, customer service and training the sales team.
- 2-Analyses market condition and find the sales opportunities.
- 3-Develop forecasts, financial objectives and business plans.
- 4-Manage budget and allocate funds appropriately.
- 5-Bring out the best of branch's personnel by providing training, coaching, development and motivation.
- 6-Share the knowledge with internal team and other branches.
- 7-Marketing throw e-mails and all social media program.
- 8-Personal follow up with the major companies.
- 9-Provide all above report to the country sales manager.

RESULTS:

Increase sales quarterly by 15-20%



Experiences

Senior sales man

2010 2012

Implemented sales plans and growth strategies to increase sales in Western province Collaborated with all product and sales divisions to build winning business programs, generating increased revenue. Important member in effective sales teams.

Upgraded the sales and implemented a new culture of winning.

Increased YOY sales by 20 % based on (2010).
