

Fahad Mohammed Yousef

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Summary

It is with great interest that I am forwarding my CV for a responsible position in the field of Marketing and Sales in your esteemed company. I have more than Nine years of diversified experience in this field in KSA.

I am an enthusiastic, flexible, organized, co-operative and a perfect team member with a strong belief in hard work, commitment and achieving the target. I have very good contacts and familiarity with Eastern Province.

I am willing to take up new challenges and always aim to fulfill my responsibilities to the highest standard of quality and professionalism. I always consider professional development as my basic objective on all roles that I had been assigned.

My CV is enclosed to provide you with details of my skills and accomplishments. I am a Pakistani National having transferrable Iqama.

I look forward to have a response from you soon.

Education

Bachelor of Commerce: Karachi University, Pakistan (**Graduated June 2008**)

A' Level: Asia International School, Saudi Arabia (**Completion Year-Nov 2005**)

O'Level : Private , Saudi Arabia (**Completion Year -June 2004**)

IELTS, Saudi Arabia (**June 2007**)

IELTS, Saudi Arabia (**June 2013**)

Employment History

Abdullah M.Al-Hajiri Cont.

Sr. Sales Representative

Dammam, Eastern Province

May 2017 – Present

KEY RESPONSIBILITIES:

- Manage 12 Esteem organizations. Establish, develop and maintain business relationships with current customers and prospective customers in the assigned territory to generate new business.
- Renting various types of Heavy Equipment (TUV & ARAMCO approved, some location with PWAS Camera as well).
- To ensure the required items delivered to the customers on time
- Negotiate prices, terms of sales and service agreements.
- Create leads using online databases and developing relationships with general contractors.
- Monitoring, Coordination and supervision of all works.

TAMER Co, Sale Division Modern Trade.

Regional Sales

Representative Al

Khobar, Eastern

Province **November**

2013 – March 2017

KEY RESPONSIBILITIES:

Responsible for leading P&G Beauty Care Products and Wella Koleston hair colors. Key Accounts:

Lulu

Hypermarket

Tamimi.

Farm

Hypermarkets

Nesto

Hypermarkets,

- Sales planning / stock requirement forecast, generating proposals, preparing sales quotations, planning customer meetings and demonstrating on assigned products in assigned territory.
- Researching about the competitor's products and their prices.
- Frequent visits to customers for Marketing, Generation of new opportunities and receive the feedback for on-going services.
- To plan and execute sales promotion activities through team.
- Responsible to achieve volume targets through effective implementation of sales strategies.
- Actively monitors services rendered to ensure client success and operational satisfaction.
- Wear the proper safety equipment.

Mamdouh Al Shammari Trading & Cont. Est.

Sales Representative

Al-Khafji, Eastern Province

September 2008 – October 2013

Brief Summary:

Mamdouh Al Shammari Trading and General Contracting Establishment. I was working as a business development officer responsible for handling the trading department. We were dealing in general building materials and industrial equipment, focusing on Back-up Generator sets, electrical Testing equipment and Lab equipment.

KEY RESPONSIBILITIES:

- Developed sales strategies for existing accounts, New Clients Development, marketing.
- Making quotations, relevant inquiries and business correspondence.
- Executing Sales, Purchase orders, Material sourcing & Procurement.
- Monitoring the delivery of products and materials to the client.

Hobbies & Interests

- Self-interest learning from different books & guides for different I.T. structures.
- Community well-being and building social contacts.
- Keen on learning latest technology Informative Networks.
- Sports (Soccer, Snooker, Cricket)
- Have been actively participating in event management throughout my academic and professional career.

Professional Skills

- **Client Relationship Management:** Expert
- **Sales Negotiation:** Expert
- **Ability to work under pressure:** Expert
- **Planning / Event Planning:** Expert
- **Active Listening:** Expert
- **Leadership & Teamwork:** Expert
- **Proficient in Microsoft Office including Excel and PowerPoint:** Expert
- **WMS (warehouse management system):** Advanced

Languages

- **English:** Fluent
- **Arabic:** Conversational
- **Urdu:** Fluent

PERSONAL INFORMATION

Name: Fahad Mohammed Yousef

Nationality: Pakistan

Date of Birth: September 1985

Religion: Islam

Driving License: KSA

Marital Status: Single

Iqama Status: Resident Permit/ Transferable

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