



ZOUROB, HAYTHAM HISHAM

B.Sc. In Marketing & Sales

Seeking a challenging career opportunity where I can expand my span of experience, increase my breadth of knowledge, and achieve the highest professional goals

+ PERSONAL INFORMATION

YEAR OF BIRTH : 1986
MARTIAL STATUS : Married
IQAMA STATUS : Saudi Iqama / Bahrain Iqama

+ EXPERIENCE

SAPPCO GROUP

Head of Export Sales. 2022-Present

- Studying the market in the target countries.
- Identifying new markets for exports and developing new business accounts.
- Planning a sales campaign suited to that country and current consumer trends.
- Planning and reviewing budgets for product ranges.
- Negotiating the sale terms and meeting sales targets.
- Meeting with clients here or overseas.
- Organising licences and other legal requirements for certain products, such as managing administration, such as orders, contracts and export documents.
- Troubleshooting to sort out any problems with the exports.

Sales Operation Manager. 2020-2022

- Assure agility, resilience, and efficiency of the current sales operations processes.
- Assure that all sales transactions are conducted as per the existing Processes and procedures.
- Assure that our receivables are documented & monitored, All related client account statements are reconciled on a frequent basis.
- Maintain and improve all related logistics associated with the sales cycle just after obtaining the P.O from the sales team moving forward to on-time delivery of our products and solutions.
- Quality of dept
- Credit facility

Saptex Insulation Products Factory of SAPPCO Group

Sales Operation Manager. 2019-2020

- Reporting to the Group marketing and Sales manager.
- Rack long term sales data.
- Implement new technologies as needed to support marketing and sales teams.
- Serve as a liaison between.
- Teams and upper management.
- Follow ethical practices with consumer and customer data.
- Assist marketing teams in determining customer outreach methods.
- Monitor and assist with customer retention.
- Train staff on new technology and software.
- Assist with account management.

+ CONTACT ME

- Riyadh - Saudi Arabia
- HAITHAM_Z2002@HOTMAIL.COM
- +973 34221726
+966 56 633 6626

+ PERSONAL SKILLS

- Quick learner with high self-motivation.
- Ability to work under pressure and achieve tasks on time.
- Excellent communication skills and efficient team player.
- Able to express my ideas clearly and confidently.
- Manage time effectively and prioritizing tasks.
- Successfully adapt to changing situations.
- Able to plan activities.

+ LANGUAGES

	Good	Better	Best
Arabic	●●●●●●●●		
English	●●●●●●●●		



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+ EXPERIENCE

Deputy Sales Manager

2015-2019

- Responsible for the development and performance of all sales activities in assigned market, Staffs and directs a sales team and provides leadership towards the achievement of maximum profitability and growth in line with company vision and values, Establishes plans and strategies to expand the customer base in the marketing area and contributes to the development of training and educational programs for clients.
- Develops a business plan and sales strategy for the market that ensures attainment of company sales.
- Determines annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- Establishes sales objectives by forecasting and developing annual sales quotas for region; projecting expected sales volume and profit for existing and new products.
- Prepare accurate and timely sales reports.
- Assist in resolving any ongoing technical issues with the customer as appropriate and requested.
- Coordinates sales operations with all other departments/divisions of the Company.

SAPTEX Insulation Products Factory

Sales Representative.

2010-2015

- Searching for new clients.
- Follow up previous clients.
- Marketing & Sales.
- Collection of Payment from clients.
- Record all activities on CRM.

sales coordinator

2007-2010

- Coordinate between Sales dept., Saptex Factory & Saptex clients to Produce & deliver the material to the site.
- Coordinate with transportation co. and factory and made delivery schedule.

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+ INTRESTS & ACTIVITIES

- **Track Marshal** in Bahrain International Circuit **2006 - To Present, International Marshal** Baku International Circuit in Azerbaijan **2018 - To Present & Yas Marina Circuit** in Abu Dhabi **2016 - 2017.**
- Basketball.
- Computer Technology.
- Swimming.

+ LANGUAGES

Good Better Best

Arabic



English



- (B.Sc. of Administration In Marketing & Sales)

2014-2018 Studied in Cairo University

- (Three Years Communication Technology)

2009 – 2012 Studied in Arab University in Riyadh

- (Two years Informatics Engineering)

2005 -2006 Studied in AMA International University of Bahrain

2001 – 2004 Al Faisalia High School.

Course:

- Course on Rules & Terminology Of International Trade 2018