

## ABDRAZAQ MOHAMMAD HASSAN



Date and place of Birth: 23 June 1986.

Nationality: Djibouti.

Marital status: Single.

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**OBJECTIVE:** To seek a career in an organization, that provides an environment conducive to continuous learning, where my skills would be utilized to the fullest potential, thereby achieving personal and professional growth along with that of the organization.

### EDUCATION

**2013 Bachelor's Degree in Business Management.**

Bangalore University, Bangalore, India.

GPA: (4.08 Out of 5)

### **Training Courses:**

- **2014 - Diploma in Marketing & Sales Management.** Central Institute of Management, India. ( 1 year)
- **2014 - Diploma in Export Marketing & Foreign Trade.** Central Institute of Management, India. (1 year)
- **2014 - Diploma Programmer in International Business Management.** All India Institute of Management Studies, India. (6 Months)
- **2010 Intensive English.** F.T.M.S Global, Malaysia.
- **2011 - Computerized financial accounting.** IT education & service, India. (3 Months)

- **2013 - Oracle Programming.** IT education & service, India. (3 Months)
- **2016 - Diploma in International Banking & Finance.** SSI Computer Education, India. (6 Month)
- **2018 - Diploma of Computer Applications.** Imam Muhammad Bin Saud University.

## **SKILLS**

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- **Relationship building.**
- **Highly organized, and details oriented.**
- **Good communication skills.**
- **Excellent interpersonal and analytical skills.**
- **Team player.**
- **Highly dependable.**
- **Good knowledge in Microsoft Office & Word; Excel.**

## **LANGUAGES**

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- **English / Arabic / Somali / Malay / Urdu.**

## **PROFESSIONAL EXPERIENCE**

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**July 2020 - Present**

**Sales Representative – Eastern Region**

**International Lighting Factory** (Nebras Brand Manufacturer)

### **Responsibilities:**

- **Establishing new customers, and maintaining existing relationships**
- **Responsible on projects, and whole sales business in the eastern region.**

- **Area coverage to ensure development and early identification of business opportunities at the completely eastern region.**
- **Daily visits, with providing reports, and surveys.**
- **Tender and contract negotiation, specifically, as a subcontractor.**
- **Closing sales by agreeing on terms and conditions.**
- **Delivery Coordination and planning.**
- **Collection responsibilities.**

### **Nov 2017 – Feb 2018**

#### **Sales Representative – Riyadh**

**At Mstlzamt Alaywa Medical Est.** (Medical supplies and consumables)

- **Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.**
- **Arrange and direct delivery and installation of products and equipment.**
- **Negotiate details of contracts and payments.**
- **Pre-sales and after sales support.**

### **Jun 2017 – Oct 2017**

#### **Mohammed Bader Abdul Karim Al-zuwaid Est.**

Sales Representative - Riyadh

- **I have previously worked with different sectors selling stationary stuff like ink liquid for the printer , pencils , pens , files , A4 white papers ) etc .**
- **Providing samples of item and convince to insure the quality has it.**
- **Daily visits firm, schools, hospitals, colleges and many others.**
- **Making quotation and prepare the item and schedule time delivery.**