

Contact

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Top Skills

Microsoft Office
AutoCAD
Microsoft Excel

Languages

Arabic
English
Urdu

Nationality: Pakistan

Saud Ashraf Randhava

Safety Specialist at Khusheim Industrial Equipment
Saudi Arabia



Summary

I am an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organization's revenue generation. I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients.

Experience

Khusheim Industrial Equipment

Safety Specialist - Sales (Personal Protective Equipment)

March 2020 - Present (1 year 2 months)

Dammam, Eastern, Saudi Arabia



- . Establish relationships with new customers and secure contracts with new Key customers that achieve assigned sales quotas and targets.
- . Prospect for potential customers using various direct methods such as calling and face-to-face meetings, and indirect methods such as networking.
- . Delivering the required materials to the final end-users sourcing through different channels i:e stock, local market and outsourcing.
- . Conducting product research and sourcing new suppliers and vendors.
- . Sourcing materials, goods, products, and services and negotiating the best or most cost-effective contracts and deals.
- . Conducting market research to keep abreast of emerging trends and business opportunities.
- . Coordinating with the delivery team and following up on delays or orders that have been rescheduled.
- . Qualify prospects against company criteria for ideal customers and sales.
- . Maintain a high level of relevant domain knowledge in order to have meaningful conversations with prospects.
- . Establishing professional relationships with clients as well as vendors and suppliers.

Midas Safety Careers



6 years 10 months

Sales Executive

January 2015 - March 2020 (5 years 3 months)

Saudi Arabia

- Responsible to achieve the monthly Sales Target (600K SAR/month) of PPE items in Trade sector including the End-users.
- Having good information of the products related to PPE.
- Goal to maintaining relationship with target customers.
- Promoting the Brands & Encouraging the Sales through various Promotional Activities.
- Establishing a healthy relationship with retailers, effectively handled the Retailers Claim.
- Settlement, Promoting Sales through Visibility in my area.
- Follow up for payment.
- Proper satisfaction for the new item introduction to the clients.
- Enable collaborations across various delivery units with the coordination of logistics and present a unified view to the customer.
- Creation of new END USERS including the oil & Gas companies around the KSA.

Sales Support Specialist

June 2013 - December 2014 (1 year 7 months)



- Developed and sustained relationships with potential and existing clients by coordinating professional meetings, attending promotional events and providing effective administrative support.
- Actively supporting company sales team – Coordinating sales details, pre-sale material and after-sale, deliveries. Handles contacts.
- Prepared clear sales analysis, as well as sales reports, sales-order status, sales agreements, in-time proposals and presentations.
- Met with customers on and off company premises for discussions.
- Made efficient purchases resale supplies.
- Responsible for timely, accurate quotations and various pro-forma invoices to customers, processing inquires through personal visits, email, phone and fax
- Playing an effective role in order to activate the KEY customers as registration the NEW VENDORS.
- Preparing all the documents related to customer registration.

DHL

Key Account Representative

December 2011 - June 2013 (1 year 7 months)



- Screening advisor; Reviewing, verifying and holding all the shipments destined to KSA.
- Exemptions; Managing Customer complaints and consignment control documents flow.
- Key Customer coordinator, managing all the consignment control documents flow along with the Keen track of the shipment's movements, from Origin to destination (Road freight – Dubai to All KSA regions).



Samba Financial Group

Adviser Commercial Operations Unit Documentary Collection -Trade dept

May 2009 - May 2011 (2 years 1 month)

- Dispensation Import Bills Collection Documents.
- Sustaining Monthly Report.
- Developing Collection Advice.
- Directing and acknowledging the swift communications to Exporter's Bank.
- Generating settlements and processing of Export Bill and collections.
- Checking incoming swift messages from other banks.

Education

University of the Punjab, Lahore

Bachelor of Commerce (B.Com.), Business/Commerce,
General · (2006 - 2008)

SAUDI ARABIAN INTERNATIONAL SCHOOL PAKISTANI
SECTION AL KHOBAR

KG TO INTER, Business/Commerce, General · (1994 - 2006)