

Mohamed Abd-El Wahab Algarhi

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Career Objectives

To achieve a position which will exploit all my abilities to develop and manage sales and marketing strategies and activities to drive and maintain business growth to achieve or exceed the sales targets within the overall business objectives of the company through creating sustainable and long-term relationships with existing and new customers.

Professional Work Experience:

- **Sales & Business Development Manager – KSA (Eastern province) & Bahrain**
with **Alshaya Enterprises -Project Building Solution** (July 2018 - till date).

Brief of Achievements:

- Contracting with huge companies such as (Saudi Aramco, SABIC, NWC, STC, Saudi Electricity Company and many other companies).
- Implemented many Mega projects in KSA and Bahrain as (Ajyal Residential Compound, SABIC Main Building, Intercontinental Alhasa Hotel, Ascot Hotel, Helton, AlSalam Hospital, Ajdan Walk, AKH Tower, Al-Seef Mall Bahrain and many other projects).
- Cooperated with many Construction companies, such as (CRCC, Sinohydro, Arabtec holding, Al-Kifah, Azmeel Holding, Shaporji Balongi and many others).

Job Responsibilities:

- Responsible for developing Business Plan & Sales strategy to achieve growth in Market.
- Manage project budgets and prepares financial analysis reports for top management.
- Planning and implementing sales strategies and Business forecast.
- understanding the key drivers that maximize the returns to company and ability to execute plan to improve it.
- Meeting with key clients, assisting sales representative to close projects.
- Building capability - developing individuals and groups to increase the capability of the whole organization.
- Observing the changes of the local and international market.
- Follow up your financial goals, KPIs and costs, and take action on deviations.
- Ability to prioritize targets as per the requirements set forth by the company.
- Ability to forge long-lasting work relationships by leveraging information, tactics.

- Coach sales team on best practices for closing more B2B deals and provide advice and guidance to improve sales performance.
 - Deliver on agreed goals and Key Performance Indicators KPIs by Commercially driving sales through my short-term and long-term action plans.
 - Maintain, monitor, and regularly evaluate pricing and contracts with customers so as to provide products and services that meet standards of quality, timeliness and cost.
 - Contribute to formulation of policy and strategy within the sales and marketing function.
 - Handle customer inquiries and renew existing contracts.
 - Generate new leads within eastern province and Bahrain.
 - Work closely with accounts and collections team to ensure debts are minimized to implementation of the yearly Sales plan activities.
 - Excellent problem-solving and conflict-management experience with strong organizational and analytical skills.
 - Develop and maintain network with consultant, contractors, and customers.
 - Handling customer questions, inquiries, and complaints.
 - Meeting daily, weekly, and monthly sales targets.
 - Maintain and develop corporate image and reputation, whilst protecting and developing the company's brands & implementation of the yearly Sales plan activities.
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➤ **Sr. Sales Executive** with **Alshaya Enterprises** (June 2016 - July 2018).

- Contribute to increasing company profits through fruitful customer relationships.
 - Ensure achievement of all sales target and analyses all company objectives.
 - Approaching new and existing customers by following optimum consumer service standards.
 - Prioritize targets as per the requirements set forth by the company.
 - Generate new leads within eastern province and Bahrain.
 - Portraying superb soft skills during customer interaction and seminars as per requirement.
 - Demonstrated ability to forge long-lasting work relationships by leveraging information, tactics, and excellent communication.
 - Study existing and potential sales prospects through periodic maintenance of meticulously crafted reports and datasheets.
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➤ **Sales Consultant** with **Bayt Al Ebaa Company** (Aug 2014 - June 2016).

➤ **Sales Executive** with **Al Slab company** (June 2012 - Aug 2014).

Educational Qualification:

- Bachelor's degree in Accounting and Business Administration (Mansoura University, Egypt) 2012.
- MBA. Master of Business Administration - On the way to finalize.

Professional Training:

- PBA. Professional in Business Analysis.
- Training in CRM dynamics.
- Training in Microsoft MSD.
- MS Office (Word, Excel, PowerPoint).
- Customer service course.
- Digital Marketing courses.
- Accounting programs courses.

Skills:

- Business and data analysis.
- Risk management effectively.
- effective Negotiation.
- Problem-solving and leadership skills.
- communication, and presentation skills.
- Flexibility and the ability to manage priorities.
- Coaching and Leadership.
- Creative and Energetic.

Language:

- English - Excellent
- Arabic - Native language

Personal Information:

- Nationality - Egyptian
- Date of Birth: 1-08-1991
- Military status – Married

Declaration:

I hereby declare that the above given information is true to the best of my knowledge and belief.

Mohamed Algarhi