

SALEH H. ALJAHAFI

RIYADH, SAUDI ARABIA

(Mobile): 0555012551

Email: Salehaljahafi@gmail.com

Objective

To work in a progressive and dynamic organization that provides opportunities and challenges for further growth in my profession. To use my abilities and talents to contribute to the growth of the organization and in turn further my own career growth and income.

Work Experiences

Executive Director- Rowad Alhala

(December 2020 – present)

- Motivating staff to improve customer service with clients.
- Designing and implementing strategic plans to reach sales targets.
- Cultivating lasting relationships with customers to grow customer loyalty.
- Developing and promoting weekly, monthly, and quarterly sales objectives.
- Drafting detailed and accurate sales reports.
- Working with customers to better understand their business needs and goals.
- Assessing costs, competition, and supply and demand to identify selling prices.

Procurement Manager – Kottouf sweets Company

(2019- November 2020)

- Develop and execute purchasing strategies to reduce cost and improve product quality.
- Systematically determine optimized purchase quantities and delivery times.
- Measure and report key purchasing and inventory metrics.
- Mitigate Supply Chain risk through supplier qualification, development and alternatives.
- Contract review and management.
- Establish and maintain best practices for procurement of equipment and facility services.
- Systematically monitor Inventory accuracy.
- Over 180 outlets controlling and provide all kind of products (sweets, chocolate, & beverage drink) required by consumer.

Business Development Advisor – Al-Amjad holding company (Kellek Hala)

(2017-2019)

- Spearheaded a team by building enthusiasm and adapting feedback to successfully boost the company's overall sales.
- Actively monitored key performance metrics of the sales team, identified challenges, and created new solutions by applying proven problem-solving techniques.

Sales & Marketing Director – (DEEMAH) United Food IND, corp. Ltd

(1994-2017)

- Managed approximately 500 sales account for the entire central region of the Kingdom of Saudi Arabia.

- Participated in the senior management of all managements from A-Z before the establishment of the product
- Contributed to the yearly turnover of 87 million SAR.
- Managed and directed sales force to achieve sales and profit goals, fostering a yearly average of 2,225 in new client revenue.
- Initiated and coordinated the development of action plans to penetrate new markets.
- Lead a team of 150+ salesmen including heading monthly meetings where sales, initiatives, and accomplishments were discussed.
- Achieved impressive sales outcomes through methods that are honest and representative of my organizational character.

Education and Qualifications

Master Business Administration (MBA certificate) – Addis Ababa university

Responsibilities

- Develops a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Responsible for the performance and development of the sales team.
- Prepares action plans by individuals as well as by team for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets.
- Assists in the development and implementation of marketing plans as needed.
- Provides feedback to the management regarding performance.
- Controls expenses to meet budget guidelines.
- Recruiting and training sales staff.
- Supervising, motivating, and monitoring team performance.
- Setting budgets/targets.
- Customer Productivity.
- keeping abreast of what competitors are doing.
- Distribution and Route analysis.
- Maintains contact with all clients in the market area to ensure high levels of client satisfaction.
- Key Account Management.
- Full knowledge of implementing handheld system in all sectors.

IT Skills

- Word, Excel, PowerPoint, Internet, and Email
- Diploma English type writing per minute 65 words

References Upon Request