**Curriculum Vitae**

 Naeem Madwar

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Personal Information

**Full Name**   **:** Naeem Madwar

**Date of Birth** **:** 1989

**Nationality** : Syrian

**Place of birth**  **:** Homs –Syria

**E-Mail** : naeemmadwar@hotmail.com

**Address**  : Jeddah

Education

2007 General Certificate of Secondary School.

2007-2011 Information System Engineering.

Experience of work

**Alesayi Electronics Co. Ltd.**

**Key Account Manager** (eXtra, Eddy, Panda, Danoub, BinDawood) Mar 2018 –Present

Alesayi Electronics Co. Ltd. is establish as the sole Agent / Distributor of Panasonic, TCL, Hover, Simmfer

Major Responsibilities:

* Prepared Sales plan
* Lead sales team kingdom wide to achieve monthly / annual target
* Followed up on marketing activities
* Analyzed client stock to keep it at healthy sales level
* Suggested seasonal promotions to achieve sales goals
* Followed up on collection and all other finance transactions.
* Implemented Sales plan and followed it on day to day to maximize the impact
* Developed a solid and trusting relationship between clients and AEC
* Negotiated annual contract with the client and established a timeline of performance
* Worked closely with other concerned dept. to ensure high performance and achieved client satisfaction.
* Analyzed client data and reported it to top management for development issue.

**Tradition Market Supervisor** Jan 2015 – Feb 2018

Major Responsibilities:

* Managed sales team
* Followed up the dealers day to day
* Coordinated Sales Activities
* Compiled Sales Reports
* Resolved dealers Complaints
* Exceeded assigned sales goals by managing sales efforts
* Consistently achieved and surpassed all monthly and yearly regional sales goals
* Assisting Sales Manager in leading, direction and motivation the Sales Team in order to achieve the overall corporate sales

**Sales Engineer** (Telecom Department) Aug 2013 – Dec 2014

Major Responsibilities:

* Searched for new clients
* Prepared and developed technical presentations to explain our company's products
* Established new, and maintaining existing, relationships with customers
* Compiled Sales Reports
* Calculated client quotations
* Negotiating and closing sales by agreeing terms and conditions
* Administered client accounts
* Analyzed sales
* Prepared reports for head office
* Solved client problems

**Saudi Sound & Light co (ROLACO)**

**Sales of Specialized Technical Systems Jul 2011 – Jul 2013**

**Jeddah, Saudi Arabia**

Responsibilities:

Supervised sales of specialized technical systems (Home automation, KNX system, Smart Home, Radio Management)

Training

* A training course in sale for Surveillance System (MC) by (MC Marketers – Syria )
* A Course in Programming Languages: JAVA , C++ .
* A Course in programmers of windows 2000 & programmers (Office , MS , Internet )
* A Course in software Maintenance .
* A Course in (ICDL)  .
* A Course in IT marketing in the World-tech Company.
* Attended yearly seminars for personal care products, home appliances and kitchen appliances of Panasonic & Hover
* Attended yearly seminars for TV products (TCL, Panasonic )

Professional Skills

Negotiation

Motivation

Sales Planning

Build Relationships

Coaching

Market Knowledge