

Khaled Orabi

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Email. khaled3250@hotmail.com**CAREER OBJECTIVE**

Young dynamic, self motivated, seeking a challenging position in an organization where my full potential could Be put to use, resulting in cooperative efforts through sound work, looking forward to a career full of Challenges And responsibility, which would give a sense of satisfaction and accomplishment, towards creating value for the Enterprise and career prospect.

EDUCATION

BSC. Management Information Systems - Aleppo University.

SUMMARY

Result-oriented, high-energy professional with a proven track record of sales seeking a position in Sales & Marketing. Articulate and persuasive communicator developing relationships with peers, management, staff and a diverse clientele base. Ability to consistently meet or surpass established company sales goals while constantly mentoring staff to help build customer satisfaction. Strong decision maker exhibiting productive marketing and leadership skills

SKILLS**Interpersonal.**

- Public Speaking and Presentation Skills
- Q&A Skills. Asking & Answering questions is the cornerstone of sale process because It'll give concerned persons full image about presented service
- Market Analysis Skills. The solid understanding of the business market and finding new & competitive sources for presented services will keep the company in the competition
- People Skills. By providing them with products & services knowledge and follow up their needs in regular basis
- Sales Skills. Good understanding of the product is essential to achieve sale process goal

Leadership.

- Training new employees to understand company's products, services & policies
 - Communication with concerned business units to discuss and clarify the methods to be followed to win the business
 - Motivate the team through creating competitive environment
 - Decisions making
 - Flexibility.
 - Time Management
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ACHIEVEMENTS

- Assist & Support in establishing the corporate Sales dept.
- Win long term agreements with SABIC 2018 - 2023
- Win long term agreement with SIPCHEM. Co 2019 - 2022
- Win long term agreement with Saline water conversion Co. 2019 - 2022
- Sales growth 20 % in 2019 compared to 2018
- Closed all outstanding from 2015 till 2018 (2.5 Million) & collected more than 80 % of 2019 due amounts.
- Enhance the company's market position.
- Develop company's portfolio.
- Enrich & Manage the company's global / local sources list.
- Implement Rabigh Power Plant Site Survey 2015
- Win two years agreement with Saudi Electricity Co For PPE's supply 2015 - 2017
- Achieved Sales & collection Target 2017 - 2019
- Exceed the target with 4% - 2012
- Established good relations with the customer through proper delivery follow-up and solving their Queries in case of complaints.

WORK EXPERIENCE

1. COMPANY Würth Saudi Arabia LLC. (Feb 2018 – Present)

JOB DESCRIPTION

Designation Sr. Key Accounts Sales Manager – KSA (Feb 2019/ Present)

- Promote the company's portfolio within each assigned market segment through developing and continuously expanding a local network of Key Account Customers.
- Conduct regular customer visits to promote business relationships and sales development as well as maintain updated market and end-user information
- Responsible for building and implementing key account plan (business potential, contact lists, competition, and value proposition and action plan).
- Review & follow up customer enquiries and prepare suitable quotations/proposals for submission to them
- Prepare and update the monthly Funnel for the assigned segment
- Perform all other relevant tasks deemed necessary by the reporting channel
- Assist in the implementation of the marketing measures developed to increase brand awareness and portfolio coverage in each market segment
- Assist in the development and maintenance of an updated competitor analysis/database
- Manage the local procurement / sourcing process.
- Manage the products pricing list.
- Support the sales team technically & commercially.
- Contact the courier companies - if necessary - to get best price & service for shipping process purpose.
- Handle the delivery from the warehouse till the target locations all around the kingdom

Designation The Product Sales Manager – KSA (Feb 2018 - Dec 2018)

- Research & analyze market conditions, requirements & opportunities
 - Conduct a market survey to screening the current clients, hunting the interested and identify the potential ones to achieve a wider spread, raise the job productivity and getting the target.
 - Identify key competitor & consumer trends
 - Categorize the product innovation & enhancements opportunities.
 - Keep in touch with researching team of the manufacturer in the UK regarding product details and ongoing development process
 - Attend the exhibitions, webinars, seminars and workshops to get latest updates about the services we provide
 - Define the long-term strategy of the product & create product road map
 - Manage, Control & Develop pricing strategies & product policies.
 - Manage & communicate with product specialist team.
 - Support sales and marketing team with up to date product knowledge and technical expertise.
 - Develop product marketing plan & event campaigns to generate product awareness and demand
 - Conduct product presentations
 - Develop sales tools and sales training material
 - Provide inputs for marketing collateral development
 - Manage & Control the customers newsletters
 - Implement marketing plan in conjunction with all departments
 - Drive ongoing improvement in sales and profitability
 - Manage product-related support, feedback and inquiries from users
 - Co-ordinate market research to track customer and end-user feedback
 - Monitor product inventory
 - Use market feedback to inform product refinements and ongoing development
 - Meet the stakeholders & decision makers in order to present and discuss the abilities and possibilities to add our valuable marks to their precious projects.
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2. COMPANY REDA HAZARD CONTROL – KSA (Sep 2014 – Dec 2017)

Designation Sales Supervisor

JOB DESCRIPTION

- Establish & develop annual Business objectives
 - Prepare and developing annual Business plan
 - Assist the Sales Manager in revising and implementing the sales strategies plans.
 - Assist Sales Manager in completing all assigned duties
 - Monitor sales goals for sales engineers team
 - Supervise and train salespeople
 - Work closely and as a team with support personnel
 - Control quoting process starting from the specs, calculating the shipping & customs fees and finally adding an appropriate margin.
 - Prepare my accounts visits weekly schedule
 - Arrange, manage & control marketing emails / newsletters
 - Keep in touch with Procurement team.
 - Coordinate with logistics team to arrange courier based on the delivery time & conditions and keep following with them in order to get shipments status on regular basis.
 - Receive the goods status report from the warehouse team in regular basis
 - Receive the stock report & submit it to the direct manager in regular basis
 - Manage client's annual stock list as per their consumption history
 - Keep following local and international market to find new & competitive sources for the services that we provide.
 - Contact the target manufacturers to get some details about their products & services, then conducts a Mindstorms session with direct manager to discuss our potential and possibilities to add value.
 - Plan and modify the products to meet customer needs
 - Resolve customer complaints.
 - Uphold Company values and business ethics and maintains the highest level of confidentiality concerning Company assets and proprietary information.
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3. COMPANY ALFOZAN Building Materials Co. Dammam (June 2013 – Aug 2014)

Designation Coordinator & Sales Representative

JOB DESCRIPTION

- Reporting to Commercial Activity Manager
 - Coordinate with the six major Company of Saudi Arabia (SAUDI ARAMCO, SCECO, SABIC & NESMA)
 - Handling Aramco & SABIC & SECO Portal. (Updating ASN & ETA, GRN, E-Invoicing, Payments, etc)
 - Coordinate from the receipt of Order till Delivery and Invoicing
 - Coordinate with Purchase Dept for grade & specification.
 - To support the sales team on their various day to day activities. Controlling the stock of Commercial Activities Department which works only for reputed organizations as mentioned above.
 - Totally responsible for all the branches incoming material from outside as per Packing list, Mill Certificate and differentiate the material as per required requirement
 - Prepare & follow-up of Bids, Quotation, Purchase Order & E-Invoice
 - Sales Analysis & Presentation of the Division segregating as per the product line
 - Coordinating with Sister Concern Company & factories for Aramco & SABIC inquiry.
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4. COMPANY Khusheim.CO for Industrial Equipment, Dammam (Apr 2012 to May 2013)

Designation Showroom Sales Rep & Product Specialist

JOB DESCRIPTION

Showroom Sales Rep

- Receive clients and deal with them as reflecting the company message and policy, and work to meet Their current and projected through the marketing and promotion of goods and services and the Completion of this process the sale of these goods and services to them and work to ensure that all that Is new to them appropriately.
- Monitoring day-to-day cash transactions and work to adjust the cash and carry out daily inventory to Inventory adjustment
- Ensure those products on shelves in good condition and displayed well.

Product Specialist – Makita Lightweight duty equipment.

- Obtain customer feedback and suggest appropriate product revisions if possible
- Coordinate with engineering teams in product development activities.
- Support marketing team in developing sales and marketing strategies for profitability
- Conduct product and sales training to the marketing team.
- Provide support for marketing and other promotional activities.
- Address customer issues and concerns in a timely fashion to ensure customer satisfaction
- Work with business team to identify new customers and to retain existing customers.
- Stay up-to-date with product knowledge, business flow, sales process and market dynamics
- Maintain complete documentation for all product related activities

COURSES & TRAINING

- Digital Marketing - Create and Manage the Paid Campaigns on Google Services & Social Media.
- Digital Marketing - Online Presence.
- The 13 Irrefutable Laws of Marketing
- E-Commerce Supply Chain Management
- Economic Feasibility Studies
- Effective Communication
- Public Relations Management
- Risk Assessment
- Personal Protective Equipment Awareness.
- Positive Intervention and Situational Awareness Induction
- Workplace Safety. Instructions and Tools
- The COSHH Manager
- The COSHH Risk Assessor
- Hazard Assessment Process.
- The Art of Customers Service.

PERSONAL DETAIL

- **Date of Birth** 07th May 1985
- **Nationality** Syrian
- **Martial status.** Married
- **Iqama No** 2320074160
- **Driving License** Valid KSA D/L
- **Iqama** Transferable

REFERENCES ARE AVAILABLE ON REQUEST.