

Hamad Alhomead

Marketing And Business Administration

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Recent graduate with a degree in BBA,MARKETING and a GPA of 4.2 looking for a position in marketing administration field . Reliable communication skills, both oral and written, with a solid understanding of sales and marketing. Capable of working in a fast-paced and demanding environment.

- Member of arabian union of marketing
- Member of the College Student Council
- Representative of the Marketing Department at the Student Council



Skills

Marketing research skills



Marketing Communications



Microsoft Office



Exceptional negotiation and consultative sales skills



Good knowledge in finance and accounting



Work History

Feb 2021 - Sales Officer

Present *ABYAT Company , Dhahran*

May 2020 - Marketing Intern

Aug 2020 *IMAM ABDULRAHMAN BIN FAISL UNIVERSITY , alkhobar*

- Reviewed historical data and classified information to inform strategic campaign development.
- Consulted with product development teams to enhance products based on customer data.
- Studied demographic data to determine optimal targets, competitor offerings and tactics for persuasion.
- Wrote interesting copy with eye for current trends and viral potential.
- Proofread all marketing collateral ahead of printing to eliminate errors.



Mar 2019 -
Jun 2020

Guest Relations(During University Study Period)

Burger chef company to operate restaurants, alkhobar

- Managed and improved customer service functions for reception and lounge areas.
- Directed staff to handle needs for individual guests to resolve issues and generate positive customer experiences.
- Motivated and rewarded employees to improve engagement.
- Collaborated with outside departments to coordinate solutions and retain guest satisfaction.
- Surveyed guests to check for areas in need of improvement.



Jan 2018 -
Jan 2019

Hotel Receptionist(During University Study Period)

Diamond sweets hotel , alkhobar

- Explained details regarding property, including restaurants, pool area, spa and fitness center to acclimate patrons to resort environment.
- Updated customer accounts with add-on room charges, including minibar use and room service bills.
- Used quick response and dynamic service skills to build relationships with patrons, improving customer retention rate.
- Kept accounts in balance and ran daily reports to verify totals.
- Answered multi-line phone system to respond to inquiries and transfer calls to correct departments and personnel.
- Reported facility and room maintenance problems to appropriate personnel for immediate remediation



Education



Jan 2016 -
Dec 2020

BBA: Marketing

Imam Abdulrahman Bin Faisal University - ALDAMMAM
GPA : 4.2



Languages



English

