

## Contact Details



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Dammam- K.S.A

Nationality : Palestinian

Birth :1-Jul-82- K.S.A

Married

## Professional Skills

### Sales Management:

Building strong relationships with customers & identifying customer needs.

### Negotiation:

Introducing values & solutions.

### Company Representing:

With clients & business events.

### Cold Calling:

Communicating with prospects for new business opportunities.

# Mohammed Al Mizari

## Sales Representative

### Profile

Experienced sales executive, project supervisor with team management skills. Holding a Diploma of Marketing and a Diploma in Vocational & Technical. Looking for a new opportunity to benefit the organization and reach stability.

## Experience

### Show Room / Sales Representative

Kitchen Gallery Jan 2017 – Present -Dammam

Industry: Manufacturing aluminum Kitchen appliances.

Job Role: Sales / Project Supervision.

- Maintaining and developing relationships with new existing customers.
- Handle sales training for show room representatives.
- Following with the payments and tracking after sale support.
- Analyzing market trends to insure company standards are met.
- Searching for business opportunities via cold calling and scheduling meetings.
- Supervising projects buy leading the process and workers to achieve project goals.

### Show Room / Sales Representative

Al Olayan Kitchens Co. Dec 2010 - Dec 2016 -Dammam

Industry: Manufacturing aluminum Kitchen appliances.

Job Role: Sales

- Greeting the customers upon arrival.
- Qualifying the customer needs and explaining product features.
- Handling customers through the questions and objections.
- Measuring and pricing the agreed choice.
- preparing the contract.
- Insuring the existing of a profitable pipe line buy following up with new and existing customers.
- Informing customers and updating them regarding the new arrivals of products and accessories.
- Marinating a positive attitude and relationship with all show room visitors.
- Taking feedback after sales to maintain a healthy customer relationship.
- Achieving activities and sales targets.

## PC & Technology Skills

- Microsoft Office.
- SAB invoicing system.

## General Skills

- Goal Oriented.
- Time Management.
- Culturally sensitive.

## Hobbies

- History Channel.
- Listening To Music.

## Machine Operator

Amianteet Fiberglass Oct 2001 - Sept 2010 – Dammam

Industry: Manufacturing Fiberglass pipes.

Job Role: Operator.

### Machine Operator: 2001 - 2008

- coordinating on pipe production machine.
- Tank machine operator.
- Coupling cut machine operator.
- Hydrostats machine operator.

### Maintenance - Mechanical department: 2008- 2010

- Maintaining full performance of fiberglass production machines.
- Ppreventive maintains for all fiberglass production machines.

### ***Accomplishments:***

- 1-Partecipating in machine installation for production department - Fiberglass.
- 2- Participating in parts assembly of SAC factory machine.

### **Certificates:**

- 1- On job training certificate
- 2- Certificate Of appreciation for production machine making -CW400 mm.
- 3- Certificate Of Training (Safety) - Amianteet Fiberglass.

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## Education

### **Diploma in Vocational & Technical - Sibling - Lebanon.**

**Graduating Date:** Jul 2001

### **Diploma of Marketing from the institution of business K.S.A**

**Graduating Date:** Jun 2007