

Saleh Ali Saleh Nussair

Sales Management

Eastern Province, Saudi Arabia 

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Yemen— Married to a Saudi citizen 

PROFESSIONAL SUMMARY

Results-driven Sales Manager with a proven track record of exceeding sales targets and driving business growth. Skilled in developing effective sales strategies, leading high-performing teams, and fostering strong client relationships. Proficient in market analysis, opportunity identification, and delivering sustainable revenue growth. Excellent leadership, communication, and negotiation skills with a long-term success focus.

WORK EXPERIENCE

Area Manager | Advanced Solutions for Fragrance Services

08/2024 — Present

- Oversee performance of field teams, providing guidance and support to enhance efficiency and productivity.
- Ensure compliance with brand standards, quality, and customer service policies.
- Handle customer complaints and feedback to enhance experience and loyalty.

Area Manager | Aromatic Solutions Company

09/2022 - 08/2024

- Supervised multiple branches and sales points, ensuring achievement of sales and operational targets.
- Monitored team performance, provided coaching and direction to improve results.
- Collected customer feedback to continuously improve experience and satisfaction.
- Follow up with customers who are late in payment and remind them of their dues via phone and email.
- Handle phone calls and emails in a professional manner.
- Address complaints professionally to ensure customer satisfaction and resolve issues as quickly as possible.

Car Sales Representative | Delivery & Insurance Coordinator

Executive Secretary | The Saudi National Bank

05/2014 - 09/2022

- Scheduled executive appointments and daily meetings.
- Handled professional phone and email communications.
- Coordinated timely vehicle deliveries according to schedule.
- Demonstrated persuasive sales skills and in-depth automotive market knowledge.
- Conduct regular surveys to measure customer satisfaction and provide reports to management for performance improvement.
- Excel in building positive relationships with customers and maintaining a high level of satisfaction.

Assistant Manager | Kayan Automotive Solutions

05/2012 - 05/2014

- Oversaw and motivated staff, creating a collaborative and productive work environment.
- Generated performance reports, sales data, and operational challenges for senior management.
- Resolved customer inquiries and issues swiftly to maintain high satisfaction levels.

Branch Manager | Swatch Watches & Jewelry

04/2008 - 04/2012

- Managed daily operations of the branch ensuring excellent customer service.
- Led and motivated a team of sales representatives to meet and exceed monthly sales targets.
- Built and maintained strong relationships with key clients, improving customer retention and brand loyalty.

EDUCATION

High School Diploma

Skills

- Leadership & Team Motivation
- Sales Strategy Development & Execution
- Market Analysis & Opportunity Identification
- Customer Relationship Management (CRM)
- Sales Team Training & Development
- Negotiation & Persuasion
- Time Management & Prioritization
- Problem-Solving & Decision-Making
- Competitor & Market Awareness
- Performance Under Pressure

Languages

- Arabic
- English