

FUAD AL SOUBIRH

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SUMMARY

As a Senior Sales Specialist, I specialize in quotation development, client relationship management, and effective customer service, with a strong background in driving sales and inventory management.

EDUCATION

Bachelor’s Degree, Imam Abdulrahman Bin Faisal University

WORK HISTORY

Sales Rep.

07/2024 to Current

Al Abdulkarim Holding Company - Khobar, Saudi Arabia

- Built and maintained strong relationships with clients, ensuring high levels of customer satisfaction and repeat business.

Senior Sales Specialist 08/2023 to 12/2023

Masdar, Al Muhaidib Group “AMG” - Dammam, Saudi Arabia

- Compiling price quotes for plumbing, electrical, and other related equipment, and tools.
- Focusing on both attracting new clients and sustaining relationships with existing ones.
- Interacting with engineers, real estate developers, and retail store proprietors to address their specific needs.

Sales Representative

05/2018 to 08/2023

Roca Middle East – Al Khobar, Saudi Arabia

- Handled customer complaints and suggestions.
- Organized all upkeep tasks, fixing issues as they come up.
- Assisted customers in finding products and provided recommendations based on their needs.
- Kept track of inventory and restocked shelves as needed.
- Built and maintained positive relationships with customers.

Sales Specialist

04/2014 to 04/2017

Samsung Mobile - Dammam, Saudi Arabia

- Engaging with customers to understand their needs and recommend appropriate Samsung Mobile products.
- Meeting and exceeding sales targets for various Samsung Mobile products.
- Providing after-sales support, including handling customer inquiries.
- Managing the Samsung Mobile product inventory in the branch, ensuring availability of popular models and accessories.

LANGUAGES

- Arabic
- English

SKILLS

- Advanced Microsoft Office (Excel, PowerPoint, Word)
- Excellent Communication Skills
- Proficient in Active Listening
- High Emotional Intelligence
- Strong Persuasive Abilities
- Adaptable to Changing Environments
- Effective Problem-Solving Skills
- Skilled in Building Relationships
- Teamwork Oriented
- Resilient in Facing Challenges
- Efficient Time Management
- Experienced in Negotiation
- Customer Service Focused