

Ali BAKRSHOM

Sales Executive

A sales professional with a 5 years combined indoor/outdoor experience, driven by a polished marketing, interacting and communication skills. Eager, confident, and self-motivated individual, capable of building and maintaining productive relationship networks.

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📍 Dammam, Saudi Arabia

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📞 966 0580 196 971

📅 08. January 1990

WORK EXPERIENCE

Sales Account Manager (THE SWEATSHOP) Creative Marketing Agency

05/2021 - 04/2022

Dammam , Eastern, Saudi Arabia

Achievements/Tasks

- Developed and managed a portfolio of Key Accounts.
- Manage online /offline sessions with clients to qualify their awareness about effectiveness of digital marketing.
- Managed offline/online meetings with clients, and presented appropriate plans based on their marketing objectives, cater proposals to them, and followed up throughout entire sales cycle.
- Involved in Develop Marketing plans, and content Strategies.
- Helped on automating internal routine tasks using linked applications, and coaching team members of any developed process.

Product Advisor Microsoft

03/2016 - 01/2020

Al Khobar, Eastern, Saudi Arabia

Achievements/Tasks

- Marketed and highlighted MS products (Office, Windows, Hardware Accessories and Xbox @ major retailers).
- Achieved annual target cross all categories by focusing on Up-Sale and Cross-Sale.
- Led and trained RSPs to full knowledge of MS products & services , to produce high sales results.
- Maintained the knowledge status of RSPs , by ensuring they get certified with the latest courses by Microsoft Expert Zone.
- Provided 1:1 and 1:M coaching sessions In stores.
- worked closely with visual display staff and department heads to decide how goods should be displayed to maximize customer interest and sales.
- Planned product ranges and preparing sales and stock plans in conjunction with retailers such as Jarir Bookstores and Extra.

EDUCATION

Diploma, Information Technology. Sana'a University

07/2009 - 04/2011

SKILLS

Carry out high standards of time management, record keeping, and administration.

Able to work on own initiative as well as part of a team.

Producing written information and reports for managers.

Skilled in computer and software using, including MS office & social media.

Highly proficient in PowerPoint presentations

Excellent pipeline & time management skills

Business development, and digital marketing.

Training , and knowledge transferring

Strategic Insight

LANGUAGES

Arabic

Native or Bilingual Proficiency

English

Professional Working Proficiency

INTERESTS

IT & Technology.

Business/Startups.

Business Disruption

Social Media.

Sports.

Gaming