

Ahmed Shibl Abdul Aziz Saber

Senior Sales Representative / Logistics & Marketing Specialist

Email: shaplongy@gmail.com | Mobile: +966 538018786



Professional Summary

Results-driven and client-focused Senior Sales Representative with over 15 years of diverse experience in sales, after-sales services, logistics coordination, and marketing strategy. Proven ability to develop market presence, increase revenue, and lead teams effectively across competitive industries including furniture, hospitality, retail, and F&B sectors. Excellent communicator with solid leadership, negotiation, and analytical skills.

Professional Experience

2024 – Present – Abyat (KSA)

Senior Sales Representative – Closets Department

- Led sales operations and delivery coordination for the Closets Department.
- Strategized after-sales initiatives aligned with company objectives.
- Launched promotional campaigns and created high-impact marketing content.
- Enhanced customer satisfaction and retention through personalized service.
- Executed social media and digital strategies based on market analysis.
- Streamlined shipping, logistics, and inventory control.

2022 – 2024 – Siqalah Al Naghai (KSA)

Supervisor – Food & Beverage Marketing

- Oversaw hypermarket promotions and food & beverage marketing strategy.
- Conducted competitive analysis to optimize product placement and pricing.

2020 – 2022 – Charmillion Hotel (Egypt)

Accounting & Cost Control

- Monitored departmental budgets and optimized resource use.

2018 – 2020 – Al Maksoud Furniture (Egypt)

After Sales Officer

- Managed logistics and customer care operations post-sale.
- Planned promotional events and coordinated with marketing teams.

2016 – 2017 – Creative Closets (KSA)

Sales Representative

- Supported customers in customized closet design and product selection.

2015 – 2016 – Abyat (KSA)

After Sales Officer

- Handled product delivery, logistics, and after-sales service improvement.
- Planned and executed targeted promotional strategies.

2010 – 2012 – Private Sector (Kuwait)

Master Wood Installation Officer & Sales Executive

- Expanded B2B sales channels across the region.
- Led trade visibility initiatives and monitored POS performance.
- Automated dealer channel systems and tracked competitor activity.

Certifications & Skills

- ICDL Certificate – American University in Cairo (FGF)
- Décor Concept Certification – Creative Closets
- Advanced Sales Negotiation & Closing Techniques
- CRM & ERP Software (Salesforce, Odoo, SAP)
- Team Leadership & Customer Retention Strategies

Education

B.A. in Business Administration – Mansoura University, Egypt (2007)

Languages

- Arabic – Native
- English – Fluent

Technical Proficiency

- Microsoft Office Suite (Word, Excel, PowerPoint) – Advanced
- Adobe Photoshop – Advanced
- Fusion 2020 – Advanced
- Social Media Management & Digital Campaign Tools

Personal Information

Date of Birth: 24 June 1986

Nationality: Egyptian

Marital Status: Married

Residence: Saudi Arabia

Military Service: Exempt

References

Available upon request.