

MOHAMMED RIYAL

SALES SPECIALIST & SHOWROOM SUPERVISOR

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PROFESSIONAL SUMMARY

Dynamic and results-driven Sales Specialist with over 4 years of expertise in luxury furniture sales, showroom operations, and retail supervision. Proven track record in driving revenue growth, optimizing spatial layouts, and delivering high-end interior design consultations. Recognized for combining strategic market analysis with exceptional client relationship management to consistently surpass business targets.

AREAS OF EXPERTISE

- **Sales & Leadership:** Luxury Retail Sales, Showroom Operations, Team Supervision, High-Stakes Negotiation.
- **Operations & Strategy:** Spatial Planning & Interior Consultations, Inventory Control, Market Analysis, Supply Chain Coordination.
- **Technical & Soft Skills:** CRM & Sales Reporting, Microsoft Office Suite, Advanced Problem Solving, Cross-Functional Communication.

PROFESSIONAL EXPERIENCE

Salsa Home for Furniture

Jan 2025 – Present

Sales Consultant / Khamis Mushayt, Saudi Arabia

- Provide high-end interior design and spatial planning consultations, guiding clients on premium furniture selection and optimized layouts.
- Conduct deep customer need assessments to deliver tailored, luxury solutions that align with company revenue benchmarks.
- Generate data-driven inventory and sales reports to bridge the gap between purchasing departments and customer demand trends.
- Manage and resolve complex client inquiries efficiently, ensuring a seamless after-sales experience and high retention rates.

Atlas Furniture Manufacturing (Richmond LTD)

July 2022 – Dec 2024

Branch Manager / Sales Supervisor / Amman, Jordan

- Spearheaded strategic business development initiatives to capture new market segments and elevate brand equity.
- Oversaw comprehensive branch inventory management, ensuring the showroom maintained premium visual merchandising standards.
- Analyzed daily and monthly sales metrics to compile strategic growth and market performance reports for senior executives.
- Served as the primary liaison between elite clients and internal departments (Finance, Logistics, After-Sales) to streamline operations.

Jordan Price Company

Nov 2019 – Jun 2022

Sales Representative & Supervisor / Amman, Jordan

- Coached and mentored front-line staff to achieve rigorous sales targets and elevate customer service benchmarks.
- Monitored stock turnover rates and managed supply orders to maintain optimal inventory levels.
- Optimized workforce scheduling based on historical peak business hours to maximize operational efficiency and sales floor coverage.
- Resolved escalated service bottlenecks and client complaints with a high degree of professionalism.

EDUCATION

Bachelor's Degree in Business Administration

Graduated 2019

Tafila Technical University, Jordan

LANGUAGES & PERSONAL DETAILS

- **Languages:** Arabic (Native), English (Professional Working Proficiency)
- **Nationality:** Jordanian
- **Residency:** Valid Transferable Iqama (Until Oct 2026)