

Mohammed AlShami

Team Leader

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 Alkhobar, Eastern Province 34424

Nationality: Saudi Arabia National ID: 1001331600

EXPERIENCE

Team Leader, Alkhobar, Eastern Province

EWM | Electrical Work & Maintenance Company, January 2021–May 2024

Supervised electricians handling installation and maintenance of street lighting.

- Planned daily schedules and emergency repairs to ensure continuous service.
- Inspected systems for faults and ensured compliance with safety standards.
- Coordinated with municipal teams and contractors on lighting projects.
- Kept records of maintenance work, equipment status, and team performance.
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Senior Sales Executive , Alkhobar, Eastern Province

Saudi Hollandi Bank (Alawwal Bank), January 2014-January 2021

- Specialized in real estate loans, providing tailored financial solutions to meet client needs.
- Achieved consistent sales targets through a customer-centric approach and effective relationship management.
- Developed innovative sales strategies to penetrate new markets and increase revenue streams.
- Trained and mentored junior sales staff to enhance team performance and product knowledge.
- Maintained compliance with banking regulations while delivering exceptional client service.

Senior Sales Executive, Alkhobar, Eastern Province

Alrajhi Bank, July 2011-January 2014

- Delivered personal and real estate loan solutions to a diverse client base, exceeding performance benchmarks.
- Built and maintained strong client relationships to drive repeat business and referrals.
- Collaborated with internal teams to ensure seamless loan processing and customer satisfaction.
- Conducted market analysis to identify new opportunities and adapt sales strategies.
- Ensured all transactions adhered to strict banking policies and regulatory standards.

Sales Executive, Alkhobar, Eastern Province

Arab National Bank (ANB), June 2008-July 2011

- Provided expert advice on personal loan products, tailoring offerings to individual client needs.
- Consistently met or exceeded sales quotas, contributing to branch revenue growth.
- Maintained up-to-date knowledge of financial products and market trends.
- Delivered personalized customer service to build loyalty and strengthen the bank’s reputation.
- Assisted in resolving customer concerns promptly to enhance satisfaction and retention.

Sailor, Alkhobar, Eastern Province

Hadi Hammam Holding Company, April 2004-June 2008

- Operated and maintained marine equipment to ensure safety and operational efficiency.
- Assisted in navigation and cargo handling, adhering to maritime regulations and standards.
- Contributed to on-board safety protocols and emergency response readiness.
- Supported team efforts in achieving operational objectives and meeting client needs.
- Enhanced operational efficiency through proactive problem-solving and teamwork.

Data Entry, Alkhobar, Eastern Province

Al-Iman Gasket Factory, April 2003-March 2004

- Entered and managed data with a high level of accuracy and attention to detail.
- Maintained organized records to ensure data integrity and accessibility.
- Collaborated with various departments to support reporting and decision-making processes.
- Identified and corrected discrepancies in data, contributing to process improvements.
- Leveraged strong organizational skills to manage high volumes of data efficiently.

EDUCATION

Diploma in Commercial Studies, Alkhobar, Eastern Province

AlManarat Highschool, May 2003

