

Moied Alhazmi

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Professional Summary

Sales professional with over 10 years of experience in project, wholesale, and retail sales. Skilled in B2B account management, strategic selling, and negotiation. Successfully doubled annual revenue for Tamkeen account at Zamil from SAR 5M to 10M.

Experience

Project Sales Executive - Sleep High, Jeddah (May 2024 - May 2025)

- Managed B2B project accounts and built strong relationships with contractors and business clients
- Delivered tailored commercial proposals and closed deals aligned with targets
- Coordinated internal teams to ensure timely order fulfillment

Wholesale Sales Representative - Zamil Air Conditioners, Jeddah (2017 - 2023)

- Managed Tamkeen Stores account; grew sales from SAR 5M to 10M annually
- Oversaw stock levels and coordinated supply chain to meet demand
- Developed sales strategies using analytics and client behavior

Showroom Sales Representative - Zamil Air Conditioners, Jeddah (2012 - 2017)

- Provided technical consultation and excellent in-store service
- Handled retail transactions and achieved sales targets

Team Supervisor - Safa General Contracting Co. (2007 - 2009)

- Supervised site teams and ensured timely project delivery
- Enforced safety and quality standards

Electrical Installation Technician - Safa General Contracting Co. (2005 - 2007)

- Installed electrical systems per engineering drawings and compliance standards

Education & Training

- Sales & Negotiation Skills, The Financial Academy (2024)
- Effective Sales Management, Howard Tech, Khobar (2015)
- HVAC Training Course, Saudi Oger, Jeddah (2010-2011)
- Diploma, Industrial Secondary Institutes - Al-Zailai Institute, Jeddah (2004)

Skills

B2B Sales | Wholesale Sales | Project Sales | Strategic Account Management | Key Account Growth | Negotiation & Deal Closing | Sales Target Achievement | Team Collaboration | Client Communication