

Abdulrahman Mansour Alghamdi

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Education

Travel And Tourism, *King Abdulaziz University*

2021

Professional Experience

SALES SPECIALIST, *Afaq Real Estate*

11/2024 – 01/2025

Jeddah, Saudi Arabia

- Promoted residential and commercial properties to potential clients.
- Conducted property presentations and guided clients through sales processes.
- Coordinated property viewings, client meetings, and follow-ups.
- Collaborated with the marketing team to boost property visibility.
- Maintained client records using CRM tools and ensured timely follow-ups.

CLIENT ADVISOR, *Burberry Company*

12/2022 – 09/2024

Jeddah, Saudi Arabia

- Meet and exceed individual and store sales and other commercial KPIs.
- Provide a luxury service and demonstrate knowledge and expertise in product, fashion and styling.
- Build meaningful relationships with Clients.
- Drive retention of clients ensuring volume and spend by contacting them regularly and ensuring the appropriate follow up on sales or clients requests.

SALES ASSISTANT, *Majid Al Futtaim Company*

04/2021 – 12/2022

Jeddah, Saudi Arabia

- Achieve set sales targets and use creative methods to exceed them, always keeping the customer in mind.
- Contribute to higher sales performance through strong product knowledge, and by utilizing opportunities to upsell and cross-sell.
- Maintain full awareness and understanding of the product range and current in-store promotions, sharing relevant information with customers to drive sales.
- Acted as a leader, covering the responsibilities of the Store Manager and providing guidance and direction to the team.

Skills

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| • Negotiation & Contracting | • Team Management |
| • Effective Communication | • Crisis Management & Problem Solving |
| • Time Management | • Event Coordination |
| • Marketing & Promotion | • Ability to Work Under Pressure |
| • Proficiency in Computer Skills | • Customer Relationship Management (CRM) |

Courses

Developing the Skills of Front Office Employees in the Tourist Accommodation Sector, *Ministry of Tourism*

Developing Leadership and Supervisory Skills, *Ministry of Tourism*

Public Relation and Protocol Ceremony, *Ministry of Tourism*

Tourism Industry, *Ministry of Tourism*