

SAAD MOSTAFA

SALES & MARKETING SPECIALIST

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Nationality: Egyptian

Career Objective

A sales and marketing specialist with over 5 years of experience in developing sales strategies, executing promotional campaigns, and analyzing market and customer behavior. Proficient in preparing quotes, managing customer relationships via CRM, and achieving monthly and quarterly sales targets. Proficient in using Microsoft Office tools and digital marketing to drive growth and improve performance. Possesses strong communication and negotiation skills, and the ability to work under pressure and achieve tangible results.

Educational

- BSc in Accounting & Information Systems
- Higher Institute of Engineering & Advanced Studies - Cairo
- Degree Equivalency from Cairo University

Work Experience

Mishkati for Lighting & Electricity - Riyadh, KSA **2025 - Present**
Sales Specialist

- Receive customers in the showroom or by phone and provide technical advice on lighting and electrical products.
- Prepare price quotations and clarify technical specifications for each product to suit customer needs.
- Follow up on customer requests and coordinate with internal departments to ensure prompt execution and delivery.
- Achieve monthly and quarterly sales targets and expand the customer base.
- Participate in arranging in-store promotions and organizing product displays.
- Prepare periodic reports on sales activity, customer feedback, and market trends.

BACK CARE - KSA **2021 - 2023**
Sales Specialist

- Greeting customers at showrooms and providing a detailed explanation of the furniture and furnishings selection.
- Advising customers on selecting appropriate products based on space and budget.
- Preparing price quotations and negotiating to ensure sales are completed.
- Achieving monthly and annual sales targets and expanding the customer base.
- Follow up on customer orders until delivery and ensure customer satisfaction after the sale.
- Coordinate product displays within the showroom to attract customers and improve the shopping experience.

Maqam Real Estate - KSA **2020 - 2021**
Sales & Marketing Specialist

- Promote real estate projects through marketing promotions and direct communication with customers.
- Execute sales processes from negotiation to closing, ensuring customer satisfaction.
- Organize real estate events and exhibitions in coordination with marketing teams.
- Analyze consumer behavior and provide periodic reports to support product and strategy development.

Mefco Helwan for Furniture - Egypt

Sales Specialist

- Greet customers at the showroom and provide a detailed explanation of the company's products and various furniture options.
- Prepare price quotations and negotiate with customers to achieve the highest deal closing rate.
- Follow up on the execution of purchase orders and deliver orders according to agreed specifications.
- Achieve monthly and quarterly sales targets.
- Documenting customer data and preparing periodic reports on sales activity and market needs.
- Contributing to the organization of salesroom displays and inventory management.

Maa Al-Dhahab Perfumes - Egypt

Sales Specialist

- Carry out in-store sales operations and provide customer advice on selecting the right perfumes.
- Achieve monthly and quarterly sales targets.
- Arrange and organize perfumes within the showroom.
- Follow up on customer orders and provide after-sales service to ensure customer satisfaction.
- Participate in organizing in-store promotions.
- Submit periodic reports to the sales management on sales activity and customer feedback.

Oriental Weavers - Egypt

Sales Specialist

- Selling carpets and rugs to retail and wholesale clients.
- Organizing exhibitions and showroom displays.
- Assisting clients with product selection and customization.

Certifications & Licenses

- International Computer Driving License (ICDL)
- Valid Saudi Driving License

skills

- Excellent negotiation and persuasion skills
- Strong ability to build and maintain long-term customer relationships
- Proficient in field and digital marketing strategies
- Skilled in identifying customer needs and providing tailored solutions
- Experience in organizing sales events and exhibitions
- Proficient in POS systems and CRM platforms
- Advanced skills in Microsoft Office (Excel, PowerPoint, Word)
- Ability to work under pressure and meet/exceed targets
- Fast learner with a commitment to continuous improvement
- Financial Reporting
- Market Analysis
- Consumer Behavior
- Quoting
- Using CRM Systems
- Implementing Sales and Marketing Strategies
- Digital Marketing
- Social Media
- Sales Performance Analysis
- Customer Database Management

Languages

- Arabic: Native
- English: Very Good