



Yousef Al Hilal - IFCE

 **Dammam**

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About me

An accomplished Sales and Marketing Consultant with 20+ years of experience in analyzing market and competitive trends, managing top-performing teams and negotiating and closing profitable deals while managing client relationships and minimizing corporate expenses. Highly skilled in connecting with key decision makers and quickly building profitable, lasting partnerships that sustain revenue growth.

Skills

- Computer Use
- Microsoft Office
- Tact and good behavior
- Time management and organization of priorities
- Ability to perform under pressure
- Effectiveness in the team
- Love of learning and self-development
- Strategic Planning
- Sales and Marketing
- Market Research
- Key Performance Indicators
- Client Relationship Management
- Developing Policies & Procedures

Languages

- Arabic : Excellent
- English : Excellent

Experiences

Saudi Brokers Co. for insurance Brokerage | 11 / 2023 – Present

- **Sales Specialist**

Clean Time Company | 01 / 2019 – 02 / 2023

- **Governmental Sales Manager and Sales Supervisor**
- Established the company from scratch including business model, marketing plans and strategy, built and train work teams .
- Manage day to day activities including, marketing, sales, HR and legal documents which includes contracts and investment agreements .
- Spearhead strategies to steer the company's future in a positive direction.
- Developing marketing opportunities and plans, understanding clients requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.

Al Jabr Company (KIA Motors) | 06 / 2015 – 12 / 2018

- **COO, Sales & Marketing Manager and Founder**
- Achieve growth & hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence.
- Managing the recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.

Future Ceramic | 08 / 2013 – 09 / 2015

- **Marketing and Planning Department Manager**
- Establish the marketing department through 4 tracks: internal design, advertising section, display items, and customer service and marketing.
- Hire new employees according to the departments' need.
- Oversee the performance of employees in the marketing department and identify the commission system for salesmen at all levels.
- Prepare showrooms that represents the company inside and outside of the kingdom and build strategic relationships with key agencies and vendors.
- Participate in developing quarterly strategies..

The Chamber of Commerce, Eastern Province | 08 / 2010 – 09 / 2013

- **Marketing Department Supervisor**
- Manage the events arranged by the chamber.
- Oversee and follow-up on marketing material, from newspaper, magazines and directories.
- Creating relationship with all businessmen in the eastern province.
- Member of the Public Relations team (Received an excellent rating in 2012).

Al - Juffali and Brothers. Co. (Mercedes Benz) | 02 / 2005 – 06 / 2010

- **First Sales Consultant**
- Achieved the first place in sales rate at the kingdom's level.
- Received a certificate of excellence in 2007.
- Worked as the Acting Manager during the absence of the manager.
- Treinning new employees on how to sell and explain the services.
- Collaborate with the marketing department to prepare common strategies.
- Forge strong relationships with decision makers, VIPs, and businessmen.

Hamad Abdullah Al-Essa Co. | 01 / 2002 – 01 / 2005

- **Sale Representative**
 - Present, promote and sell products/services using solid arguments to existing and prospective customers.
 - Establish, develop and maintain positive business and client relationships.
 - Expedite the resolution of client complaints to maximize satisfaction.
 - Act as a supervisor of the sales section; offering administrative services for the branch and distributing internal tasks.
 - Achieve agreed upon sales targets and outcomes within schedule.
 - Coordinate sales effort with team members and other departments

Education

2011 **Bachelor of Business Administration**
King Saud University

Diploma of Computer
Qassim Chamber of Commerce

Training Courses

- **Art of Sales**
- **HR Specialist (100 Hours) - Human Resource Development Fund**
- **Organizing the priority of sales, marketing and collection**
- **Dealing with clients - Mercedes-Benz Juffali**
- **The Art of Communication with employees - Chamber of Commerce**
- **Effective Sales Skills in Insurance Companies - Financial Academy**
- **Anti Money Laundering & terrorist Financing - Saudi Brokers**
- **Preparation for Insurance Foundation Certificate (IFCE) - Saudi Brokers**
- **The Principles of Conduct & Work Ethics in Financial Institutions - Saudi Brokers**
- **Property Insurance Underwriting Practice - Saudi Brokers**
- **Cybersecurity Insurance - Saudi Brokers**