

Yousif Moudh Alsalami

Riyadh, Saudi Arabia | +966 53 200 8666 | ywsfmyd4@gmail.com

Professional Summary

Motivated and results-driven professional with over 8 years of diverse experience in sales, customer relations, and government liaison roles. Proven expertise in negotiation, problem-solving, and building strong client relationships to achieve organizational objectives. A reliable team player adept at working under pressure and seeking a challenging leadership role to grow and contribute effectively within a dynamic company.

Work Experience

Sales Representative | Al-Mahatta Contracting

Riyadh | 05/2019 – Present

- Promote and sell company services to a diverse client base, consistently meeting and exceeding sales targets.
- Negotiate contract terms and close deals to secure long-term partnerships.
- Cultivate and maintain strong, trusting relationships with clients to ensure repeat business and customer loyalty.

Debt Collector | Saudi Rusail Company

Riyadh | 11/2018 – 10/2019

- Managed a portfolio of outstanding accounts, following up with clients to secure payments.
- Negotiated sustainable payment plans and settlements in accordance with company policies.
- Maintained professional communication to preserve client relationships while ensuring timely collections.

Government Relations Representative | Kamal Import Co., Ltd

Riyadh | 08/2017 – 08/2018

- Handled all government-related documentation, applications, and procedures to ensure compliance.
- Liaised with various government agencies to facilitate smooth business operations.
- Assisted the finance department with the collection process for outstanding invoices.

Patient Relations Officer | Medical Company Limited

Riyadh | 09/2014 – 02/2016

- Served as the primary point of contact for patients, addressing inquiries and resolving concerns.
- Facilitated effective communication between clinical departments to ensure a seamless patient experience.
- Implemented support strategies that significantly improved patient satisfaction scores.

Client Support Specialist | Zaid Al-Hussein Company

Riyadh | 07/2013 – 04/2014

- Provided support to clients accessing healthcare services, guiding them through processes.
- Maintained meticulous and accurate case documentation and conducted diligent follow-ups.

Cashier | Panda Company

Riyadh | 12/2012 – 05/2013

- Processed customer transactions efficiently and accurately using the point-of-sale (POS) system.
- Delivered excellent customer service, handling inquiries and resolving issues promptly.
- Balanced cash drawers and prepared daily financial reports.

Training & Certificates

- Sales Managers & Supervisors Diploma - US Institute of Training and Management | July 2025 (300 Hours)
- Sales Managers & Supervisors Diploma - Stamford International University | July 2025 (300 Hours)
- Sales Managers & Supervisors Diploma | July 2025
- Sales Management Skills - Dorroob Platform | July 2025 (8 Hours)
- Sales and Marketing - Dorroob Platform | July 2025 (2 Hours)
- Selling Smartly | 2025 (Focused on communication, body language, active listening, and empathy)
- Marketing Laws - Thabet Hejazi Academy | July 2025 (0.46 Hours)
- Sales Failure - Thabet Hejazi Academy | July 2025 (0.43 Hours)
- Leadership Laws - Thabet Hejazi Academy | July 2025 (1.06 Hours)

Education

High School Certificate – Saudi Arabia

Skills

- Sales & Negotiation: Client Acquisition, Deal Closing, Contract Negotiation
- Customer Service: Patient Relations, Client Support, Conflict Resolution
- Administrative: Government Relations (KSA), Documentation, Compliance
- Financial: Debt Collection, Payment Processing, Financial Reporting
- Technical: MS Office Suite (Word, Excel, PowerPoint)
- Languages: Arabic (Native), English (Intermediate)