

MUSTAFA ALHAWSAWI

PROFESSIONAL SUMMARY

Professional Sales Executive with 8 years of experience attending to needs of customers and converting prospects to increase sales. Accomplished in emphasising service features and benefits, quoting prices, discussing credit terms, preparing sales order forms and developing reports. Expert in overcoming objections from prospective customers to maximise sales opportunities.

WORK HISTORY

Sales executive, 06/2022 to Current
Al Sarif Trading Company - Dammam

- Fostered positive relationships with customers to enhance loyalty and retention.
- Effectively handled daily customer meetings, sales calls and account management tasks, improving sales team efficiency.
- Built focused new client networks, growing business opportunities and increasing revenue possibilities.
- Increased revenue growth from new and existing customers through targeted account management and development.
- Delivering the products in a daily basis to the customers.
- Collected and processed payments.

Sales Executive, 05/2018 to 10/2021
Gulf advantage Automobiles LLC, Eastern - Province, Saudi Arabia

- Greeting and Welcoming customers.
- Making sales appointments with clients and explaining products and services.
- Building and maintaining relationships with customers .
- Making a great recommendation for customers to take a test drive and explore more about the vehicle benefits, features and advantages.
- Negotiating contracts and services with clients.
- Achieving sales targets by □ or 80% at least.
- Maintained accurate contract records, clearly detailing and setting reminders for renewal timeframes to maximise customer retention.
- Generated new leads and opportunities to maximise revenue.
- Developed plans and reports to effectively deliver on KPIs.
- Constantly maintain knowledge of products and services.

Sales Representative, 07/2015 to 07/2016
Modern Electronics, Retail - Khobar, Saudi Arabia

CONTACT

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SKILLS

- Lead development
 - Salesforce
 - Customer service
 - Customer relations
 - Relationship management
 - Market and competitive analysis
 - Business development
 - Competitive and trend analysis
 - Internet and e-mail marketing
 - Sales goal attainment
 - Retail marketing
 - SAAP CRM
 - SAAP ECC
 - Stress Management
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- Improving customer sales and SKU
- Helped resolve client problems quickly with superior customer service.
- Set up appointments with potential and current customers to discuss new products and services.
- Immediately addressed problems with customer accounts to promote quick resolution.
- Utilised various sales techniques to develop relationships with customers and drive sales.
- Sales presentations and negotiations.
- Used consultative sales approach to understand and meet customer needs.
- Attend sales educational events and seminars.
- Educate customers on product features.
- Monitoring competitor activities.

Sales Executive, 02/2014 to 06/2015

Al Kafaa Trading company - Riyadh , Saudi Arabia

- Established and maintained positive, profitable client relationships through superb communication.
- Created and managed client contracts, negotiating positive, profitable terms to aid target revenue attainment.
- Conducted internal and external product training, preparing and executing targeted sales presentations.
- Strengthened profit opportunities through targeted customer relationship development, continually meeting sales objectives.
- Exceeded sales and revenue targets by 100 %, using consultative and value-driven approach to account management.

EDUCATION

Bachelor of Business Administration, Business Marketing
Montana State University - Bozaman, USA
