

SAUD KHALID AL NAJDI

SALES EXECUTIVE

PROFILE

With over 18 years of experience in sales, particularly in the industrial steel sector, I have consistently achieved sales targets ranging from 95% to 100% and successfully expanded client bases both locally and across the GCC.

In my role as a Sales officer, excelled in managing key accounts and building long-term relationships with clients, ensuring consistent business growth. My experience has equipped me with strong negotiation skills, market analysis capabilities, and a customer-focused approach.

WORK EXPERIENCE

Al Kafa'a Trading Co. Ltd. (November 2023 To December 2024)

Sales Representative - Industrial Steel,
Pipes - Fittings - Aluminum and stainless sheets supply

Al Bawardi Steel Industries. (October 2007 To October 2018)

Sales Officer - Industrial Steel Supply
Supervised the supply of industrial steel to Gulf countries and local factories
Achieved sales targets ranging from 95% to 100%
- Expanded the customer base locally and in the Gulf region.
- Communicated with clients via email, calls, and field visits to strengthen partnerships.
- Established and maintained long-term relationships with clients.

Saudi Pan Gulf Co. (November 2006 To September 2007)

Sales Representative - Food Sector
Focus on achieving sales targets and maintaining customer satisfaction.

Al-Muhaidib Food Co.(January 2002 To October 2006)

Sales Representative - Food Sector
Supply and developed and sustained client relationships, contributing to revenue growth..

Al Faris Trading Co. (August 1999 To November 2001)

Debt Collector - Government Sector
Managed debt collection processes and liaised with government entities.

CONTACT

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EDUCATION

- High School
- Literary Section

SKILLS

Sales and Negotiation
Customer Relationship Management
• Knowledge of steel and industrial products
• Microsoft Office and general computer skills
• English - spoken and written (good)

LANGUAGES

- Arabic (Native)
- English (Good)